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FEATURING PROBABLE PRICES AND CONDITIONS FOR 1919

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, JANUARY 3, 1919 No. 1

Welch's

The National Drink

1919 dawns with the promise of a new era. War clouds have been dispersed.

Days of wonderful possibilities are ahead.

In this new year, Welch's means more to you and to your customers than ever before. Our Fiftieth Anniversary finds Welch's, the National Drink, in increasing favor. The flag of Welch Quality has never been lowered.

Now Welch's Grapelade carries the Welch standard into a new field. It provides a grape spread that is a real discovery in goodness. It furnishes you with a specialty that finds a waiting demand and that will steadily increase in sales.

Grapelade is made in the modern plant at St. Catharines, from whole, ripe, Welch Quality Concord Grapes, without skins, seeds and tartaric acid crystals. It is packed in No. 1, No. 2 and No. 2½ enamel-lined tins to retail at popular prices and show an excellent profit.

Welch Products are sold by Leading Jobbers.

Canada Food Board Licenses:
Canners—No. 14-272
Bottlers—No. 15-164

1919
Fiftieth Year of National Service
Welch's
Founded 1869

Welch's
GRAPELADE
A Pure Grape Jam
WITH THE SKINS, SEEDS AND ACID CRYSTALS REMOVED
USE GRAPELADE IN MAKING TARTS, JELLY ROLLS AND OTHER DELICACIES AND AS A SPREAD FOR BREAD, TOAST, MUFFINS, WHEAT CAKES, BISCUITS, ETC. IT WILL SAVE BUTTER.
Choicest Grapes and Sugar
LABEL COPYRIGHTED 1918 BY
The WELCH CO., LIMITED
ST. CATHARINES, ONTARIO.

The Welch Co., Limited, St. Catharines, Ontario

Face the New Year With Confidence

As a grocer, you must look forward hopefully to 1919 business.

Some of the restrictions which have hampered you so badly during the war period, have already been removed — others are about to be rescinded. Before the close of 1919, it is almost certain that your buying and selling will be quite untramelled by "Orders-in-Council."

The resumption of ocean traffic will make it possible for you to again bring figs, dates, currants, raisins and other profitable specialties from the four corners of the earth.

Then, there will be more mouths to feed as a result of the return of Canada's army and the immigration which is expected to follow the war's conclusion.

Altogether, dealers in food products have every reason to feel confident of the immediate future. But your own confidence should be passed on to others. In the weeks to come, see that your store radiates hope and cheer. Train every member of your staff to take every opportunity of "cheering up" your customers, and generating in them, the same confidence that you yourself experience.

You know what the effect would be if half a dozen friends in succession told a healthy man that he looked sick? In a short time he would really *be* sick.

You know the effect on business, if a few retailers made it a point to talk to their customers, in a doleful strain about the unsettled condition of Russia? That would help to unsettle conditions right here in Canada.

It is your plain duty to speak confidently of the future. Do not let up in your selling efforts, but rather redouble them, because it is becoming easier for you to buy sugar, flour, and all the other foodstuffs which have been scarce.

And do not forget that every customer you have, is using, or should be using

O-Cedar Polish

Every time your front door opens or your phone rings, there is a chance for you to sell O-Cedar. There's good money in every sale, so do not let any of this business get away from you.

Order from your jobber

CHANNELL CHEMICAL CO., LIMITED
369 Sorauren Ave., Toronto

The Triumph of The Right

VICTORY!

And now begins what should be a new era of unparalleled prosperity for our country. The restrictions which have hampered trade will disappear with the necessity for them, and we can look forward to bigger business than usual during the Reconstruction Period.

Borden's Milk Products

favorites in peace or war, will continue to merit the critical housewife's approval.

BORDEN MILK CO., LIMITED

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

PACKERS—Will You Gain or Lose?

Do your books at the end of the year 1918 show an increase over 1917, or a decrease? Will your books at the end of the year 1919 show an increase over 1918? This will depend entirely upon yourselves.

If you buy your raw materials right, if you manufacture properly and sell at a fair profit, it looks like a gain, but if even a small percentage of your pack is returned, where do you stand?

Right now is the time to stop the loss. Prevent the mold and other contaminations. Add some class to the appearance of your package. Anchor Caps on your glass jars will give the package an attractive appearance. Anchor Caps are air and liquid tight, consequently eliminating your mold, etc. Anchor Caps prevent leakers. The method of sealing Anchor Caps on the jar increases production and reduces breakage to a minimum.

Do not fail to take up the matter of proper package now.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

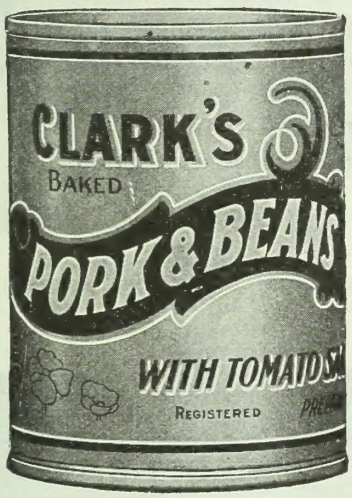
HAMILTON, CANADA

Canada Food Board License No. 14-12

CLARK'S

Begin the New Year right, Mr. Grocer, by going over your stock and making sure that you have a good supply of CLARK'S

PORK and BEANS



The CLARK Quality

The CLARK Reputation

The CLARK Advertising

make them far and away

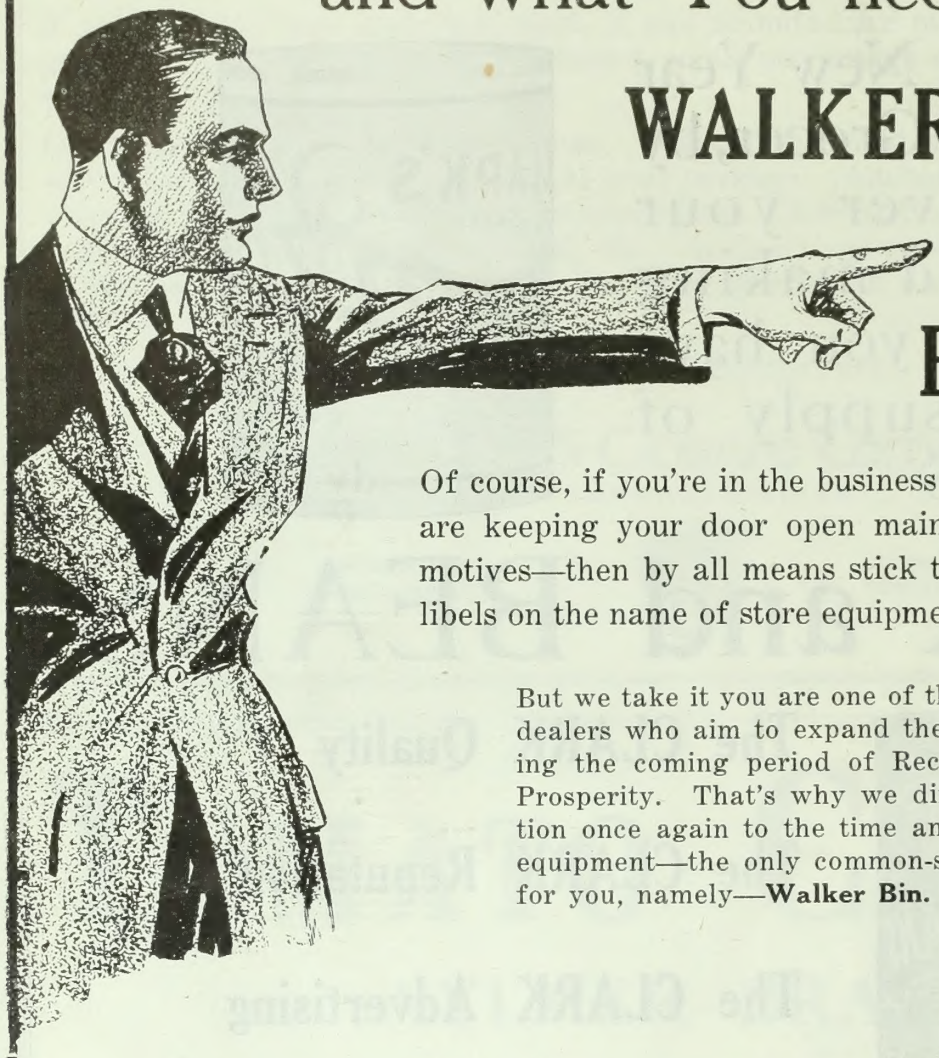
The BEST SELLERS

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

That's what You've long needed and what You need *right now*



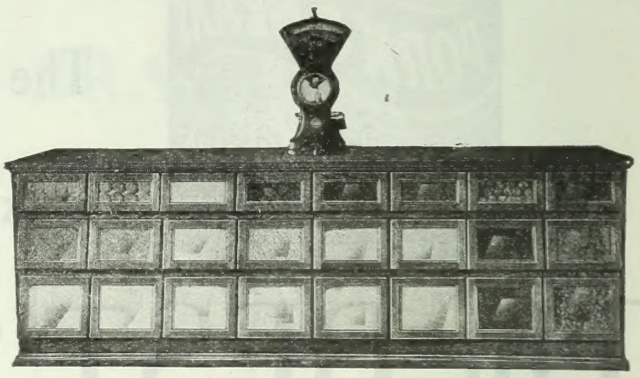
WALKER BIN STORE EQUIPMENT

Of course, if you're in the business just to fill in time or are keeping your door open mainly for philanthropic motives—then by all means stick to the lumber junk—libels on the name of store equipment.

But we take it you are one of those progressive dealers who aim to expand their business during the coming period of Reconstruction and Prosperity. That's why we direct your attention once again to the time and money-saving equipment—the only common-sense equipment for you, namely—**Walker Bin.**

Walker Bin Equipment solved the problem for many progressive Grocers during the War. And it will solve it equally well in the years to come.

We cordially invite you to investigate its merits. Let's get together on it now. You won't obligate yourself in any way. Send plans.



No. 3 Universal Counter

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock.

The Walker Bin and Store Fixture Co., Ltd.

KITCHENER, ONTARIO

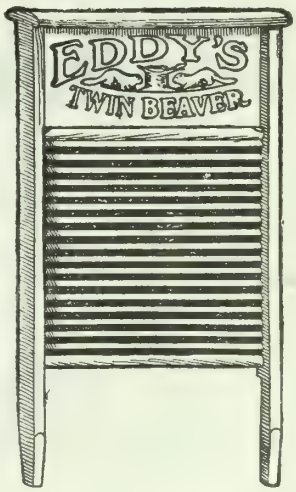
Every Week with the E. B. EDDY COMPANY OF HULL CANADA

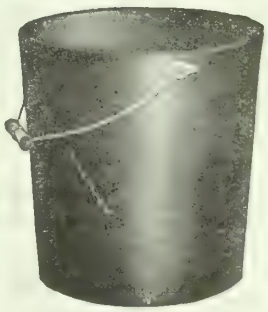
Story for Week Dated January 3, 1919. **Being No. 15 in the Series**

Eddy Company Enterprise Far From Street and Store

It must not be imagined for a moment that because The E. B. Eddy Company makes use of Birch Bark canoes, and log cabins in their lumber camp operations, they are therefore less up to date in the bush than they are in the city. The two pictures on this page show scenes on the Du Moine Lake over two hundred miles from Hull. The picture above shows the steamer "Alligator" with a scow in tow, plying busily on the same waters that float the birch bark canoes, and the "Alligator" is as much a part of the Eddy plant as the latest match-making machines in the Hull factory. Below is shown a view of the Du Moine Depot, with a glimpse of the lake on which the busy "Alligator" plies, helping shepherd the logs that later you will sell across your counter in the shape of matches, paper, or indurated ware.

Some Eddy Products You Know





General Utility "Star" Pail

E. D. SMITH'S

Raspberry Jam

—a pure, delicious jam, the goodness of which will still further convince your customers that the "E. D. S." label is indeed the stamp of quality.

When you need fresh supplies, ask any of the agents listed here.

E. D. Smith & Son, Limited

WINONA, ONTARIO

AGENTS :

Newton A. Hill, Toronto
W. H. Dunn, Montreal
Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

"May Peace for ever be our lot---

And plenteous Store abound"

Show your faith in Canada by encouraging Canadian Industry

Do your bit to make our country just as world-famous in Commercial Pursuits as she has been in War.

Encourage Home Industry and Enterprise—such Industry and Enterprise as are represented in the

JEFFRESS PRODUCTS

Olive Butter, Chili Con Carne
Blue Seal Mushroom Catsup
and Maroma (the new appetizer)

These products are the equal in every way of the imported lines. They are wholesome, delicious and customer-pleasing. They give the dealer an excellent profit.

And besides—in featuring these lines you are helping build up a bigger industrial Canada.

E. W. Jeffress, Limited

WALKERVILLE, ONTARIO

Best Wishes

and

Season's Greetings

To All Our Customers and Friends

ROBERT HENRY AND SON

BRANTFORD, ONTARIO

General Sales Agents for

The British Columbia Packers Association

Vancouver

Canada Food Board License 1-1285

"Well Displayed is Half Sold"

A GROCER in a Hudson River town conducted both a retail and a wholesale business. Out of a car of Sunkist Oranges he had left on his hands fifteen boxes. The market was going down. He was worried. A Sunkist dealer service man happened in and heard the dealer's story. While they were talking, women were going and coming. But none of the women bought oranges. Why? Because the oranges were not displayed. True, there were oranges in the store, but they were placed where they attracted no attention.

"Go to it, son," said the dealer when the Sunkist man offered to sell the fifteen boxes of oranges. The service man emptied six boxes pell-mell into the window. The display instantly attracted attention. They began to move. Some customers, seeing the big display, thought a new shipment had just arrived. Others scented a bargain. But anyway, the oranges sold. And they sold fast. In less than three days the fifteen boxes disappeared. The oranges by their quantity seemed to tell customers "Now is the time to buy oranges and this is the place." This dealer gathered in three pointers from the experience:

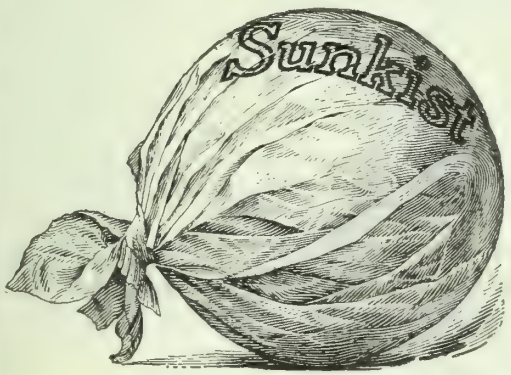
Pointer No. 1—Orange color attracts buyers.
Pointer No. 2—Mass displays encourage buying.
Pointer No. 3—Rapid selling of oranges makes it possible to offer fresh stocks more frequently.

Trainloads Every Day

After a long period of short supply with consequent high prices, California is now shipping trainloads of oranges every day. California navel oranges will continue to arrive regularly at all points. This season's California fruit is especially fine in flavor, size, color and general attractiveness, and the navel orange crop promises to be four times larger than that of last year.

Our "Dealer's Choice" Plan

We have adopted the "Dealer's Choice" method of distributing display material and store decoration. Send for our ballot sheet on which are listed Sunkist selling features. Most of the items are free. Make your choice from this list. Address in care of Dealer Service Department.

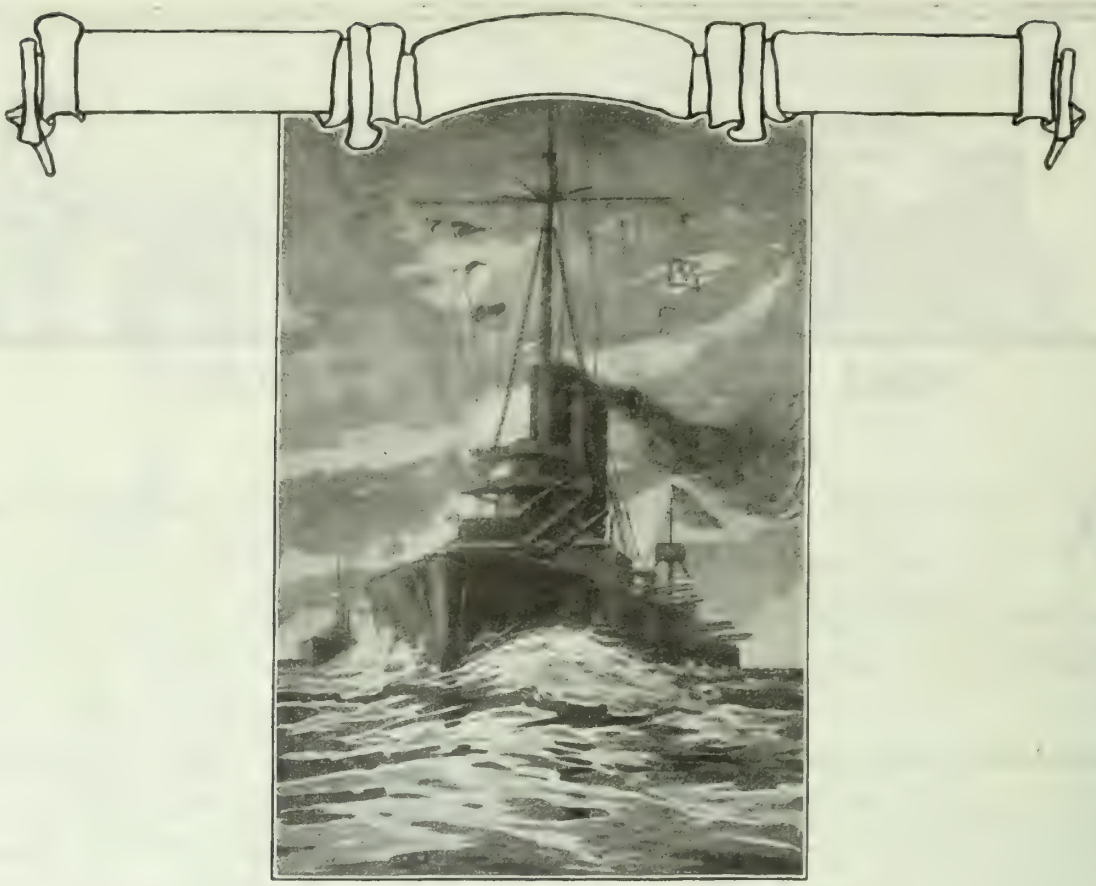


California Fruit Growers Exchange

A co-operative organization of 8,500 growers

Main office, Los Angeles, Cal.

Oranges — Lemons
THE STAPLE FRUITS



"Britannia Rules the Waves" and Canada's Prosperity is assured

The war is won. The victory is ours. The power-crazed junkers are smashed and discredited even by their own people and so we can confidently look to the future — brighter for all of us now because the shadow of servile militarism has passed and the cause of liberty has triumphed.

Optimism should be the dominant note in the trade to-day. As the business world gradually reaches a firm peace basis the restrictions and difficulties of the war years will disappear and Greater Prosperity is sure to follow.

Be Optimistic.

The Malcolm Condensing Company, Limited

Makers of the well-liked Malcolm Milk Products

ST. GEORGE, ONTARIO

Food Board License No. 14-151

Now that Victory has crowned our efforts let us not relax the principle of Food Conservation

The cessation of hostilities has not eliminated the necessity for judicious conservation of such essential foods as Meats and Wheat Products. We owe it to our Allies in Europe that the spectre of Famine shall not mar the glory of their Victory and ours.

Dealers should encourage their customers to conserve the needed foodstuffs by featuring and recommending the more general use of **Fruits.** Four years of war have accustomed the thrifty housewife to the use of Fruit in place of Meats and Wheat Products. And to-day they are ready and eager to receive suggestions from Dealers along this line.

This affords the Dealer an excellent opportunity to push his sale of Fruits energetically and profitably.

Send Your Orders to

The Firm for Service

Hugh Walker & Son

The House of Quality

Established 1861

GUELPH ONTARIO

Canadian Food Control License Nos. 3-090, 3-204

Western Representation

WE have every facility for successfully handling your products.

Fifteen Years' Experience
Long Established Prestige
Strong Representation
Best Warehouse Accommodation

If you wish to reach the big Western Market you should get in touch with us now. We handle some of the best known products — products with a national reputation—so that yours will be in good company from the very first.

Our staff of ten salesmen will give your product aggressive representation.

We sell

Christie's Biscuits and Robertson's Confectionery

direct to the retailer.

Ask for full particulars of our selling organization.

Scott-Bathgate Co., Limited

GROCERY BROKERS AND COMMISSION MERCHANTS

149 Notre Dame Ave. E., Winnipeg, Manitoba

To the British Manufacturer

If you are interested in the Canadian Field (and its possibilities are beyond question), you should get in touch right now with

MR. E. W. LANGLEY

of

Maclure & Langley, Limited, Toronto, Canada

who is at present in England.

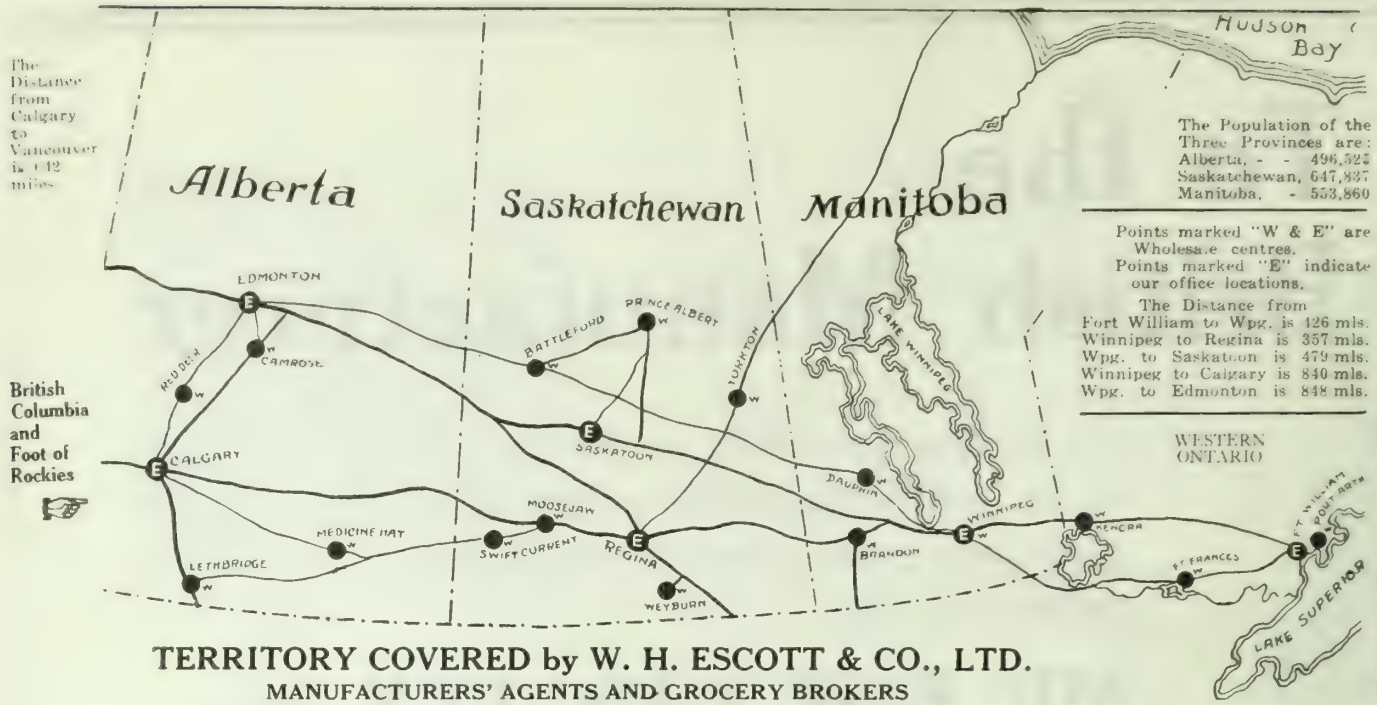
The firm of Maclure & Langley, Limited, which Mr. Langley represents, is an old established house with a result-getting organization that covers Canada. Having your product handled through this house assures it the proper kind of representation and satisfactory service all the time.

Some of the well-known manufacturers represented by this firm are:—

Sutcliffe & Bingham, Ltd. Manchester, Eng.
Jeyes Disinfectants, London, Eng.
Tobler & Co., Berne, Switzerland
Norcanners, Stavenger, Norway
Maggi Soups, Kempthall, Switzerland

Have your product handled in Canada by a firm qualified to take care of it successfully.

Write Mr. E. W. Langley, c|o Sutcliffe and Bingham, Limited, Cornbrook, Manchester, Eng., or reach him c|o Canadian Grocer, MacLean Publishing Co., 88 Fleet Street, London, E. C.



TERRITORY COVERED by W. H. ESCOTT & CO., LTD.
MANUFACTURERS' AGENTS AND GROCERY BROKERS

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED.	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE : 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

The Volume of our Business is the best proof of the service we give

We are representing some of the best known manufacturers of Canada and the U.S. and giving them resultful service.
Groceries, Dried Fruits, Canned Goods, Nuts, Beans and Cereals, Fruits and Vegetables, Apples, Potatoes, Onions, Etc.

BROKERS EXCLUSIVELY

Our Motto: "Prompt and Improved Service."
Agencies solicited for non-conflicting line.

B. M. HENDERSON BROKERAGE
Limited
106-7 ADAMS BUILDING, EDMONTON, ALTA.

Have you a high-class Food Product to offer the Canadian and American Markets?

We have the Organization and the Equipment necessary for the handling and marketing of just such lines and the advantages of being well represented in these two fields will be obvious to every British Manufacturer.

We carry stocks and distribute from:

TORONTO, ONT. **NEW YORK, N.Y.**

MONTREAL, QUE. **HOUSTON, TEXAS**

ST. JOHN, N.B. **SAN FRANCISCO, CAL.**

WINNIPEG, MAN. **CHICAGO, ILL.**

VANCOUVER, B.C.

Let us represent you. We can handle any advertising campaign and make a specialty of English Goods. Particulars gladly given.

W. G. Patrick & Co., Limited

IMPORTERS

Toronto Montreal Winnipeg New York Chicago

Representing the Cream of United States and Canadian Manufacturers and Importers

W. R. Grace & Co., New York—Importers

Grace & Co., Ltd., Montreal—Importers

Martin & Robertson, Ltd., Vancouver } Rice, etc.

Defiance Packing Co., Vancouver } Canned Salmon, etc.

Lummis & Co., Suffolk, Va. } Peanuts

Lange Canning Co., Eau Claire, Wis. } Canned Goods

THE C. H. GRANT CO. Manufacturers Agents **WINNIPEG**

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS
BEANS
RICE

DIRECT IMPORTERS
FROM
THE ORIENT

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

To Manufacturers and Exporters

Requiring

EFFICIENT REPRESENTATION IN WESTERN CANADA

To be assured that your products will be handled in the Western market with the same intelligence, energy and economy as if you were ON THE SPOT YOURSELF is of vital importance to you. In a word, you want efficient representation.

Years of experience, coupled with an efficient selling organization covering the Provinces of Manitoba, Saskatchewan and Alberta, are reasons why you will find it advantageous to entrust us with your account.

Our selling organization, warehousing and shipping facilities are all at your disposal on shortest notice.

WE SHALL BE GLAD TO DISCUSS DETAILS WITH YOU UPON REQUEST.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers Agents

156 LOMBARD STREET : WINNIPEG, MANITOBA

HIGHEST COMMERCIAL REFERENCE ON APPLICATION

Bank Reference: BANK OF MONTREAL, WINNIPEG

Manufacturers and Exporters
of Great Britain
GROCERIES AND CONFECTIONERY

Correspondence solicited with responsible firms who desire to introduce new lines or further their interests on the Canadian market. Our well-established connections with the wholesale and manufacturing trade enable us to offer unusual advantages for selling your product. Commission or purchasing basis.

S. H. P. MacKenzie & Co. *Wholesale Grocery Brokers* **Toronto, Canada**

MANUFACTURERS AND EXPORTERS

Are you desirous of placing your products firmly on the **Canadian Market?** If so, we place our **Utility Service,** which reaches every wholesale centre in Canada and Newfoundland, at your disposal. We handle everything in the Grocery and kindred lines. Correspondence invited.

S. G. BENDON UTILITY COMPANY
87 NOTRE DAME WEST, MONTREAL, CANADA

British Manufacturers

Do you require thorough representation in Western Canada? If so we are open to negotiate with you. Our territory is from Port Arthur to Calgary.
We are selling agents for the following well-known firms:

Pugsley, Dingman & Co., Ltd., Toronto.
John Taylor & Co., Ltd., Toronto.
James Epps Co., Ltd., London, England.
Wm. Symington Co., Market Harborough, Eng.
Territory covered regularly by an efficient selling staff.

F. D. Cockburn Co.
MANUFACTURERS AGENTS
149 Notre Dame E. - Winnipeg

Golden Opportunities In Canada
For British Manufacturers

Now is the time to get your products on the

Canadian Markets
Big Demand Markets Bare Prices High

We specialize in placing new goods. Our service extends from the

ATLANTIC to the PACIFIC

We are open for several Good Agencies **For Foodstuffs.**

We invite correspondence. Best of references.

JOHN E TURTON
Board of Trade Building Montreal

8,000,000 CANADIAN PEOPLE TO BUY YOUR PRODUCTS

Let us introduce your goods to the *Buying Public.* We can market your goods at the least possible cost. Our business covers Canada from *Coast* to *Coast.*

British Manufacturers — We offer you excellent service.

WRITE US FOR INFORMATION

W. J. SHEELY

Grocery Broker and Commission Merchant

St. Nicholas Bldg. : : : : **MONTREAL**

Do You Need a Live Representative in Canada?

Our result-getting organization is worth considering by the British Manufacturer as his representative in the Canadian Field.

WE COVER CANADA FROM COAST TO COAST

As Merchandise Brokers and Manufacturers' Agents of high-class Grocery, Drug and Confectionery Specialties we produce results.

Loggie, Sons & Company

FOY BUILDING :: :: :: 32 FRONT ST. W., TORONTO

We can supply British and Canadian References

British Manufacturers

Let us market your products for Montreal, Quebec and Maritime Provinces. Big opportunity to open up Canadian trade. Write us for information.

Best references.

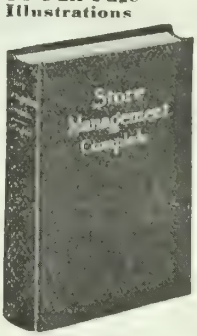
Genest & Genest, Ltd.

Board Trade Bldg.

MONTREAL

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us 1 10 Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

Donald H. Bain Co.

Wholesale Grocery Commission Agents and Brokers

Importers and Exporters

WE have pleasure in announcing the opening of a Branch of our business in **LONDON, ENGLAND,** and offer our services to **CANADIAN MANUFACTURERS** for the handling of their accounts in **GREAT BRITAIN.**

We are prepared to accept the representation of reliable British Manufacturers desirous of extending their Canadian business, and would ask that any Firms who want **LIVE, RELIABLE REPRESENTATION,** communicate with our Head Office at Winnipeg, Man.

We have a competent Sales Force, ample capital, a result-getting organization, a record of success in the marketing of various lines, and the prestige that follows this.

HEAD OFFICE :: :: WINNIPEG, MAN.
GREAT BRITAIN BRANCH :: LONDON, ENG.

CANADIAN BRANCHES:

Vancouver, B.C. Calgary, Alta. Edmonton, Alta.
Regina, Sask. Saskatoon, Sask.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co

WINNIPEG

Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street

Owners
C. S. TURNER CO.
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage

Track Facilities Steam Heating

WAREHOUSING DISTRIBUTING
STORAGE

Have you read page 96? It will interest you.

Wholesale Grocery Brokers, Commission Merchants

410 Chamber of Commerce, Winnipeg

Personal attention given to all business entrusted to us.

Correspondence Solicited. Established here 1900.

GEORGE ADAM & CO.

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East Toronto

W. F. ELLIOT
Importer & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St., W. Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

GEO. MUSSON & CO.
Grocery Brokers and Manufacturers' Agents
TORONTO
Correspondence Solicited

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited
Largest Manufacturers of Butter Wraps in Canada
52-56 Spadina Ave. TORONTO

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

When answering Advertisements please mention Canadian Grocer

Use Our Condensed Advertisement Page for Your Wants

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-226/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

MARITIME PROVINCES

The Colwell Brokerage Co., Ltd.
St. John, N.B.
Mdse. Brokers and Wholesalers
Custom Brokers and Forwarding Agents. We are open for two sole agencies for New Brunswick or Maritime Provinces.

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Mention This Paper When Writing Advertisers.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
106 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arrow Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

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Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by Your Jobber

SNOW CAP
BRAND
PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

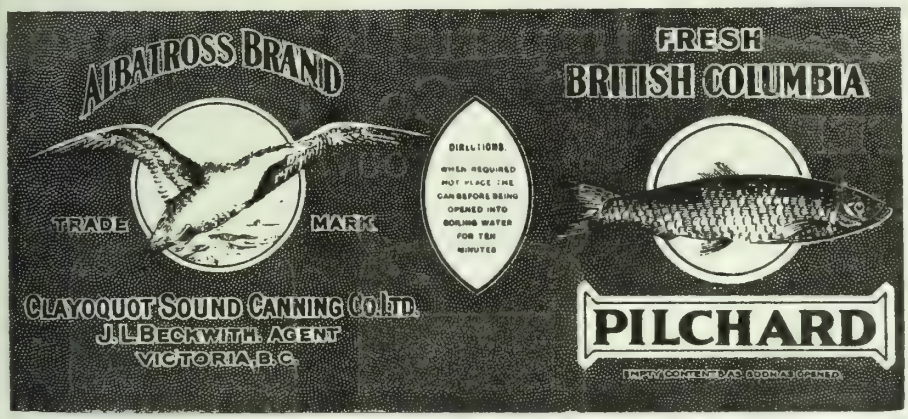
For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

"Snow Cap"

is Hand Packed by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.



Your Customers Will Like

ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find **Albatross Brand Pilchards** a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's **KIPPERED HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

"Golden Nut" PEANUT BUTTER

J. JONES, WINNIPEG

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

Wantmore
PEANUT BUTTER
The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

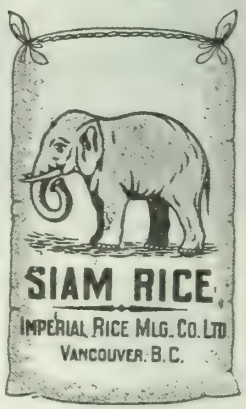
Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

Imperial Rice Milling Co., Ltd.

VAN COUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

What I Did in the Great War!

I POLISHED the boots of officers and men—kept them smart, supple and waterproof. And such men—gee!!! There were no two opinions about the value of **my** contribution. The boys of Canada appreciated me just as much as the Anzacs or the men of the old country! Lutetian was a favourite everywhere—and, after all, I'm a product of the old country—British born and bred—nothing German about me. There's business in Lutetian Cream and other Meltonian Boot Polishes for the wide awake storekeeper. Meltonian Polishes are recognized everywhere as best—they're sure to please—sure to bring good trade. Grocer-men, get Meltonian Polishes on your counter without delay.

A Captain in the Canadian Light Horse writing from France, says :

"I have used your cream since the beginning of the war. I consider it the finest preservative for leather. Everyone remarks on the condition of my belt, boots and saddlery."

Another Canadian Officer with the B.E.F. in France writes :

"I am just finishing one of your bottles and I would not be without it as it is absolutely the finest polish I know. It not only kept my feet dry by preserving the leather, but it always produced a beautiful shine when we had anything special doing."

MELTONIAN
BOOT POLISHES

Lutetian Cream—Light, dark, extra dark and toney red. The finest dressing for brown leathers.

An Officer Writing from the Western Front says:—

"I have always been struck with amazement at the wonderful lustre Staff Officers keep on their smart field boots. The other day I asked a particularly smart man how he managed it and he at once replied: "Oh! we Staff Officers nearly all use Lutetian Cream!' "

Meltonian Cream—Black or white. Unequalled for black, glace, patent, or enameled leathers.

Meltonian Paste—Black, brown and toney red. Specially recommended.

For further particulars write

E. BROWN & SON, LTD.

7, Garrick Street London, England

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Very many Canadian Grocers sell Ocean Blue because they are glad to do so. They know that it does credit to their judgment and enhances their reputation. They know that every sale leaves a living profit, that every packet which goes across the counter will give entire satisfaction, and that every recommendation of OCEAN BLUE adds to the goodwill of their business.

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.

Western Agents: For Manitoba Saskatchewan & Alberta: W. L. Mackenzie & Co. Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton.
For British Col. and Yukon: Creeden & Avery Rooms 5 and 6, Jones Block 407, Hastings Street, West, Vancouver.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

A Bond of Empire

Having Fought together—
Let us Trade together

"The British Empire," sneered the Germans, "Ach! It is builded upon sand. The first breath of war will bring it crashing to the ground."

They reckoned on it, to their cost.

Canada would hold aloof; so would Australia. India, Egypt, South Africa, would be aflame with rebellion. The Mother Country would be left to fight alone.

What a picture! And what a rude awakening for the Germans, culminating not in the ruin of the British Empire, but in their own complete defeat and the overthrow of their arrogant rulers.

To-day the British Empire stands firmer than ever. We know each other better. We have suffered together, we have triumphed together. We in England have learned many things from the sons of Canada who crossed the seas to fight with us; and they, no doubt, have learned many things from us.

To apply that knowledge to our mutual advantage should not be difficult. Reconstruction is the work now before us. Let us so reorganize that we can make—and take—for and from each other. Having fought together, let us trade together, not merely as before, but in the light of that greater understanding which has come about through the intermingling of our sons in their hundreds of thousands, on the field of battle and in the Motherland.

JAMES PASCALL, LTD.
LONDON, : ENGLAND

Makers of Pure Candies, Chocolates, Etc., and the House for Fancy Novelties.

Telegraphic Address: "THORNES, LEEDS."
NATIONAL TELEPHONE No. 713.

ALL COMMUNICATIONS MUST BE ADDRESSED TO THE FIRM, NOT TO INDIVIDUALS.

HENRY THORNE & Co. LTD.
MANUFACTURERS
OF
"HEALTH" COCOA,
AND
"HEALTH"
CHOCOLATES

The Cocoa Works
Leeds.

January 1st, 1919.

TO THE GROCERS & CONFECTIONERS OF CANADA.

Dear Sirs,

With the satisfactory termination of the war we are planning to renew and extend our Canadian connections.

Immediately restrictions now operating in connection with raw materials and the export of foodstuffs are relaxed, we shall be in a position to commence operations.

Canadian troops have been large consumers of our products and we have received many inquiries asking where our goods are obtainable in the Dominion.

Our specialities are:-

Thorne's "Health" Cocoa (A Pure Cocoa of the highest quality).

Thorne's Pure Household Cocoa.

Thorne's High-class Chocolates (Assorted).

Thorne's Milk Chocolate (in bars).

Thorne's Vanilla Chocolate (in bars).

Thorne's Extra Super Creme Toffee (In Dainty Pieces, wrapped).

These goods are sent out in packages specially adapted to your trade. Full information can be had on application to the sole manufacturers:-

Henry Thorne & Company, Ltd.,
The Cocoa Works,
Leeds,
ENGLAND.

Established upwards of 80 years.

United for Greater Production

The passing from the turmoil of War to the blessings of Peace and Reconstruction, gives us the birth of

The Ross Can Company, Ltd.

The Ross Can Co. will move to its new and most modern equipped plant at Bowmanville, about Feb. 15th, 1919.

The combinations of Hygienic Containers, Limited, manufacturers of "Wood-Fibre" Slip-over Cover Containers, also Hygienic Chemical process patent crimped Containers of sanitary, germ-proof, moisture-proof, air-tight packages, for baking powder, coffee, cocoa, spices—and all kinds of dry products.

Also J. F. Ross Can Company, Limited, established since 1875, manufacturers of the well-known Ross patent friction top and penny lever can for baking powder, coffee, tobacco, fruit, syrup, paint, varnish, cooked meats and vegetables, also paper body containers with tin top and bottom, etc., etc.

We are ready to quote you now for your 1919 requirements. Write us to-day for samples and prices.

The Ross Can Company, Ltd.

Toronto Office:
560-8 King W.

Bowmanville
Ontario

Established 1849

White-Cottell's Malt Vinegar

Is the Vinegar to build up a profitable, increasing and permanent trade.

Its delicious flavour and aroma distinguish it from all others.

It is equally good for pickling, salads, and table use.

It is guaranteed full strength, and ample warranty is given protecting you and your customers.

It is an ideal Export Vinegar, as it keeps well under all climatic conditions.

In short, it is the Vinegar which will pay you best to handle.

Write to-day for Sample and Quotations.

WHITE-COTTELL & CO.
CAMBERWELL, LONDON

Agent:
W. Y. COLCLOUGH
53 Silver Birch Avenue
Toronto

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England. 109

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

Britain's Best

High-Class and Dainty Table Delicacies

The L. V. Pickle

A Sweet, Fruity Pickle

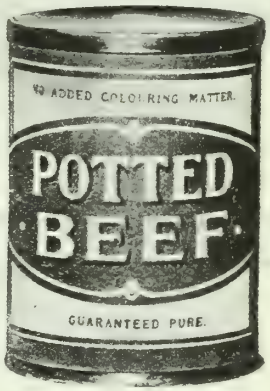
Made from a recipe of M. Juste Menager, Chef to His Majesty King Edward VII.

Menager's Pickle

Meat and Fish Pastes

Guaranteed Pure and

Free from Preservatives

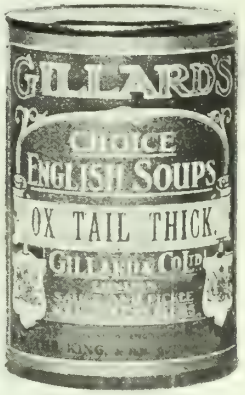


Meat and Fish Pastes

Daily Sauce

An Appetizing, Thick, Fruity Sauce

Made from Choicest Meats and Selected Vegetables



Assorted Soups

Manufacturers of Sausages, Pates, Game Pies, Galantines, etc. We invite your inquiries.

BY APPOINTMENT TO

Queen Alexandra H.M. The King H.M. King Edward VII.

GILLARD & CO., Ltd., London, E. 17, England

If any advertisement interests you, tear it out now and place with letters to be answered.

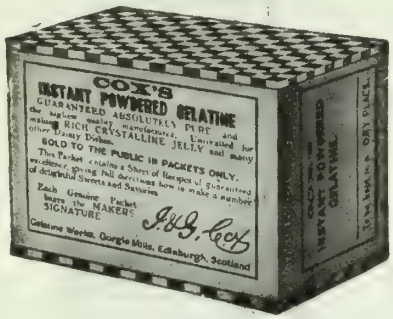
Established 1876

Arthur P. Tippet & Co.

Manufacturers' Agents and Importers

Montreal - Toronto

"Its Equal has not yet been made"


COX'S
INSTANT POWDERED GELATINE
GUARANTEED ABSOLUTELY PURE
SOLD TO THE PUBLIC IN PACKETS ONLY
J. & G. Cox
Gelatine Works, Gorgie Mills, Edinburgh, Scotland

ABSOLUTELY PURE

We offer at MANUFACTURERS' prices and terms:

Cox's Gelatine, Etc. Codou's Macaroni, Etc.

CASTILE SOAPS

"Shell" brand "Calice" brand "Vierge" brand

Griffin & Skelley's Raisins, Prunes and Fruits

"Thistle Brand" Canned Haddies and Fish

Various Brands "Scotch" Kippered Herring

Candied Peels and Drained Peels

Lime Juice and Lime Juice Cordial

Norwegian Sardines—Olive Oil

Sulphur, Epsoms, Sodas

Coco Fruitine, Etc.

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

Reason For Optimism

The grocer who is content to carry normal stocks, and not speculate, can look to the future with confidence.

The acute shortage of food in Europe will prevent any material decline in the price of staple food stuffs for some time to come.

The return of the Canadian army and many thousands of Canadian civilians from Great Britain will increase the consumption of food in Canada and benefit the grocer.

The removal of Government restrictions will help the grocery trade.

The tea situation is such that good stocks can be carried, particularly of Red Rose Tea, which is a staple line that is always in demand.

All told, there is every reason for optimism in the grocery trade.

T. H. ESTABROOKS CO.
LIMITED
St. John Toronto Winnipeg Calgary

Canada Food Board License No. 6-276

If any advertisement interests you, tear it out now and place with letters to be answered.

This Show Card is a Sales Creator

Hang it up in your store and note how it will push your sales of the products shown.

We'll mail you one of these cards free. Write and ask for it to-day.

Magor, Son and Co., Limited

191 ST. PAUL ST. W., MONTREAL 30 CHURCH ST., TORONTO

1870-1919—Entering on our Fiftieth Business Year in Canada

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE is always soft in texture, distinct in flavor, and every particle can be consumed
Avoid imitations
INGERSOLL
CREAM CHEESE
Is all that creamy consistency which is so pleasing to the taste
Ask for and insist on getting the original INGERSOLL CREAM CHEESE
SPREADS LIKE BUTTER
MANUFACTURED BY
THE INGERSOLL PACKING CO LIMITED
INGERSOLL, ONTARIO, CANADA.

Made in Canada

Spreads like Butter

Are You Selling it?

It is easy to sell Ingersoll Cream Cheese. Its quality is always uniformly good—the kind you can safely recommend.

Ingersoll Cream Cheese comes in nicely labeled, paraffined cartons—good to look at and very sanitary.

Fresh stocks always on hand.

The Ingersoll Packing Company, Limited

INGERSOLL, ONTARIO

CANADIAN GROCER

Vol. XXXIII. TORONTO, JANUARY 3, 1919 No. 1

$100,000,000 To Be Spent in Canada

Government Increase in Soldiers' Discharge Allowance Will Total This Figure—Returning Men Maintained For Many Months—Money in Circulation While These Men Return to Civil Employment

PEACE and plenty have gone hand-in-hand so long that the words naturally join like bread and butter. Peace is now at hand, and despite the fact that this peace is like no other—following as it does the most appalling war in all history—it yet appears that with peace there will again come plenty, for us in Canada at least.

The old hard times bogey is drifting farther and farther into the background. The wail of the man who saw the munition contracts vanishing has been hushed, as hushed it should be. Munition contracts meant blood and tears, too high a price to pay for prosperity. Yet for all that these days of forced labor with their fabulous wage stories, are passed. For all that munition contracts have been cancelled, and plants have been closed, there has been no hardship, no poverty, no lack of work. There have been plenty of plants operating on the works of peace to absorb the men discharged. There are public works crying for laborers, there are calls for men to cut timber in the bush, to help build up railway systems that have of necessity scamped repairs for four long years. There has been no item of unemployment to give us pause, and no reason why there ever should be.

There has been no money stringency, such as was promised when the munition works closed. The Christmas trade has been successful beyond expectations. There has been money to buy things, and a heart glad enough to spend.

And now has come the announcement of a governmental expenditure that will more than make up for any temporary loss from the closing of the war plants: the new schedule of post discharge pay for the returning soldiers.

Many a merchant has thought of the business he has had from the soldiers' families, and has soberly considered the possibility of its cessation. They feared the sudden return of 400,000 men urged by necessity into unprofitable occupation, and the general lowering of standards that would ensue. Now they know that with these soldiers returning 30,000 a month, will come a total of $100,000,000 to be spent in Canada with Canadian tradesmen, to buy bread for the family, and clothing for all to give these men time to re-establish themselves in suitable productive occupations, and to protect them from want until they do.

Here is the new regulation regarding pay after discharge. There has been talk of increasing the allowance given returned men to assist them in buying their civilian outfits. It was held $35 was not enough for this, but instead of changing this allowance the Government has announced that the men who have served at one of the war theatres will all receive three months' pay following their discharge, as in the past; and that there will be additions on a sliding scale so that a man who has served three years and has been to the front will receive not three months' but six months' pay; a man who has been under arms two years, not three months' pay but five months' pay; a man who has served one year not three months' pay but four months'.

Means Much to Privates and Officers

Think what this means! In the first place it means a lot of money to be spent for necessities such as food and clothing. It means men now returning will receive at least $133 and as high as $200—this without their wife's separation allowance, which will also be paid, or another $25 a month for four, five or six months. It means vastly greater sums for sergeants, lieutenants and higher officers.

Moreover, this money grant is retroactive. It goes not only to the man who is returning but to the man who has returned and who received post-discharge pay on the old three-month scale. For him, and all like him, there will be a lump sum coming of the difference between his three months' pay and separation allowance, and the four, five or six months' pay and separation allowance to which he is entitled under the new scale.

The Financial Post estimates that $100,000,000 will be paid out by the Canadian Government as a result of this increase in the post-discharge pay. Surely that should do much to make possible the soldiers' return to civil life; surely that should mean even bigger business than has been expected for the men's wear trade.

The soldiers are coming back. The soldiers need clothing and have the money to buy it. Doesn't that spell opportunity for the retail merchants? It spells opportunity upon which many have already commenced to realize.

The Answer to Many Doubts

Unquestionably this is the answer to many of the questions and doubts that have assailed the merchant in the past few months. He has been afraid of these after the war conditions, afraid of the money scarcity that has been preached in many quarters with scant judgment and less justification. He has been fearful of the return of these thousands of men from overseas. Now these returning men are to mean ready money. The money must be raised some way, of course, but it will be a small item in the mass and no one will grudge it. Moreover, it will help to keep the business of the country going, to keep the merchant busy, and none will feel this factor more directly than the grocer.

Even the worst pessimist has never hinted that matters were in a bad way with Canada, they have contented themselves with doleful prophecies of the sad times coming in the first few months of peace. There was never much basis for these imaginings. There is none at all now; four, five or six months from demobilization will see Canada's great army back again in civilian pursuits, and in the meantime it is paying its own way.

What 4 Years' War Has Done to Prices

Some Lines Show Moderate Advances—Canadian Products Carry Substantial Increases —Government Control and Dried Fruits—The Transportation Question—The Future—"Normal" Value Carries New Meaning—For 1919, "Carry On"

WHAT is the future of prices—is the first of the year to see rapid declines or is the market to stay firm? There is an element of uncertainty, of course, but it is well to remember that it has taken over four years for prices to reach the present level and it is quite reasonable to assume that it will take a long period to reach the basis which was prevailing prior to the war, if that period ever comes back.

Accompanying this article is shown a full page panel with prices which were prevailing on July 31, 1914, and on January 1 of the succeeding war year, including the new year of peace which has just been ushered in. In looking over the entire list it will be seen that as a whole the advances have been gradual and probably attained the greatest momentum between Jan. 1, 1916, and Jan. 1, 1917. It is hard perhaps to find very many lines which are lower to-day than they were at the outbreak of the war. However, there are many lines which in the four-year war period show a very modest increase and it will be seen that during that period even lower than pre-war levels have been reached at different periods.

These Advances Not So Great

One illustration of this might be found in the case of shelled almonds. Looking at the figures prevailing on July 31, 1914, the price per pound reached from 45 to 48 cents. On January 1, 1917, the price was from 39 to 40 cents. The following year showed an advance of two or three cents and the first of the present year shows these up around 46 to 50 cents per pound. This is a very moderate increase, in fact, might be considered a decline, when it is taken into consideration that ocean transportation and war risk insurance are factors which have added materially to the cost to-day. A different situation is revealed in shelled walnuts. Prices which on July 31, 1914, were ranging around 40 to 42 cents per pound are now ranging around 80 to 85 cents. The advance is about double and it is significant that there are no new walnuts from France available at the present time.

Flour and Cereals Much Higher

Perhaps one of the greatest advances which has been recorded is that shown in Canadian products. By this, reference is really made to flour and cereals. On July 13, 1914, Manitoba First Patents Flour was selling at $5.60 per barrel. The price on war grade flour to-day is set at $11.60 per barrel. In the case of rolled oats, they have advanced from $2.50 to $2.65 per ninety-pound bag when hostilities started to about a $5 basis to-day. Corn meal has gone up from $2.30 to $2.45 per ninety-eight-pound bag to a $6 basis to-day. Bran and shorts which were selling at $23 and $25 per ton when war broke out are now being quoted at $37.25 and $42.25 per ton respectively. These figures illustrate that practically a one hundred per cent. advance has been made in what might be called staple articles with the trade in Canada.

Produce At Higher Figures

Canadian products which have shown remarkable strides are found under the heading of produce. Here one finds that dressed hogs, abattoir killed, were selling at from $10.50 to $11 per cwt. on Jan. 1, 1915. This price has increased until to-day the latest figure is $25 per cwt. Even at to-day's figure there is a decline shown of $1.50 over the figures which were in effect one year ago. Cured meats have, of course, followed the trend of the hog and comparative prices, pre-war and to-day, show that Canadian hams advanced from 18c to 19c per pound, to a basis of 35c and 36c. Breakfast bacon has jumped from 18c to 19c to a basis to-day of from 43c to 44c per pound. Roll bacon has advanced from 17c per pound to 33½c per pound.

Other products of the farm on which comparisons might be made are lard, which was selling at 12c per pound on January 1, 1915, four months after the war started, and is to-day quoted at around 31c. Creamery butter has advanced from a pre-war value of 26½c per pound to a basis to-day of 52c-53c per pound. Dairy butter has undergone a similar increase from 20c-21c per pound just before the war to 44c-45c to-day. New cheese is up from 14½-15c to 28c, and this is one line on which there are indications that even higher levels may be reached. One might go through and

(Continued on page 40)

WE WERE BORN TOO LATE

IN going over some old family papers recently, C. B. Hart, of the grocery brokerage firm of that name, Montreal, came across a diary written by his great-grandfather, Bernard Samuel Judah, of New York. The diary was written in the fall of 1827 on the occasion of a journey from New York to Vincennes, Indiana, to visit his son who had settled there some years previously. This was a journey, according to the diary, of 1,260 miles, and travelling by boat, stage and horseback it took 38½ days. Mr. Judah was evidently a man of enquiring mind, for he took occasion to visit the markets at several places, and was astounded at the high prices. As evidence of the fact that we have been born too late, the following records from the diary kindly supplied by Mr. Hart are appended.

October 13th, 1827—Left New York.

November 1st, 1827—Arrived at Mount Vernon, Ohio. Considerable business done here. Visited market.

Butter	6c lb.	Hay	$3 to $3.50 ton
Wheat Flour	$1.12 cwt.	Pork	$1.50 to $2 cwt.
Corn	12½c bushel	Beef	2c to 3c lb.
Fowls	4c each	Veal	4c to 6c lb.
Turkeys	18¾c each	Mutton	2c lb.
Ducks	6¼c each	Wood	75c load
Geese	9 to 12½c each		

Dry goods and groceries very high, flannel such as sells for 20c a yard in New York, here 38c to 44c and so in proportion.

November 8th, 1827—Arrived in Cincinnati and visited market.

Buckwheat Flour	$1.25 per cwt.	Turnips	25c bushel
Wheat Flour	$1.12½ per cwt.	Potatoes	25c bushel
Apples	6c peck		

November 21st, 1827—Visited market in Vincennes.

Flour	$2.60 cwt.	Wood	75c cord
Corn	10c bushel	Cows	$6 each

Provision about the same as Cincinnati. The reason of flour being so high is owing to few mills.

Labor—37½c a day and found.

Pre-War 1914 and Post-War 1919 Prices

What August 1, 1914, and January 1, 1919, Two Peace Periods, Show in the Matter of Comparative Prices—Intervening Periods Show Some Declines—Montreal Price Basis.

	July 31, 1914.	Jan. 1, 1915.	Jan. 1, 1916.	Jan. 1, 1917.	Jan. 1, 1918.	Jan. 1, 1919.
Sugar, granulated, 100-pound bags	-$ 4.45	-$ 6.30	-$ 6.65	$7.40- $7.50	- $8.90	-$10.05
Yellow, No. 3	- 4.40	- 6.15	- 6.25	- 7.10	- 8.40	$9.45- 9.50
Flour, Manitoba first patents, bbl.	- 5.60	- 6.70	- 6.90	$9.80- 10.00	- 11.60	- 11.60
Rice, Rangoon B	- 3.00	- 3.50	- 4.20	- 4.30	- 7.70	8.75 -9.25
Tapioca Seed, pearl, per pound	$0.05- 0.05½	$0.05½-0.06	$0.07- 0.07½	- 0.09½	$0.15- 0.16	0.14½-0.18
Beans, hand picked, bushel	2.40- 2.50	- 2.85	4.20	- 7.50	0.10- 0.50	6.30- 7.00
Lima	- 0.08½	- 0.08	0.08- 0.08½	0 08½- 0.09	- 0.20	0.19- 0.20
Barley, pot, per bag	- 2.80	- 3.50	- 3.00	- 5.75	6.25- 7.25	- 6.50
Pearl	- 4.00	- 4.50 lb.	0.04½- 0.05	- 6.50	7.50- 8.00	7.50- 8.25
Molasses, Barbados, choice, puncheons	- 0.28	- 0.36	- 0.48	- 0.60	- 0.86	- - 1.13
Corn Syrup, barrels	- 0.03½	- 0.03¾	- 0.04½	- 0.04½	- 0.07	- 0.07¼
Dried Fruits—Apples, evaporated	0.11- 0.11½	0.08½-0.09	- 0.11½	- 0.12	- 0.23	0.16- 0.17½
Apricots	0.16- 0.20	- 0.15	0.14- 0.15	0.16- 0.17	-	0.26- 0.28
Peaches	0.09- 0.09½	- 0.09½	- 0.08	0.2	-	0.21- 0.23
Prunes, 40-50	0.12½- 0.13	- 0.13	- 0.11½	0.12- 0.13	- 0.15¼	0.19- 0.20
Raisins, muscatels, 3 crown	- 0.08½	- 0.08½	0.08¾-0.09	- 0.12½	- 0.11½	- 0.15
Valencias	0.06- 0.06½	0.08- 0.09	0.11- 0.11½	- 0.11	0.11- 0.11½	- 0.11½
Currants	- 0.07	0.07¾- 0.08½	0.11½-0.12½	0.18- 0.20	0.24- 0.32	0.29- 0.31
Tea—Ceylon and India Pekoe	0.20- 0.22	- 0.30	-	....	....	0.51- 0.54
Pekoe Souchong	0.20- 0.22	- 0.35	-	0.25- 0.26	0.38- 0.40	0.47- 0.49
Orange Pekoe	0.30- 0.40	0.40- 0.50	-	0.30- 0.35	0.43- 0.50	0.55- 0.57
Coffee—Java	0.32- 0.35	0.30- 0.33	- 0.32	0.33- 0.40	0.33- 0.40	0.42- 0.45
Maracaibo	0.25- 0.26	0.22- 0.25	- 0.22	0.23- 0.24	0.23- 0.24	0.31½-0.33
Santos	0.22- 0.23	0.21- 0.22	- 0.19	0.23- 0.24	0.23- 0.24	0.32- 0.35
Mocha	0.30- 0.32	0.29- 0.31	0.33- 0.36	0.34- 0.37	0.34- 0.37	0.37- 0.41
Rio	0.20- 0.22	0.17- 0.20	- 0.16	0.19½- 0.21	0.19½- 0.20	0.29- 0.31
Chicory	0.08- 0.10	0.10- 0.12	- 0.14	0.14- 0.17	....	....
Spices—Allspice	0.14- 0.17	0.14- 0.18	- 0.16	0.16- 0.23	0.16- 0.18	0.20- 0.22
Cayenne	0.25- 0.30	0.30- 0.35	0.28- 0.35	0.28- 0.35	0.28- 0.35	....
Cassia	0.22- 0.27	0.22- 0.25	0.22- 0.29	0.25- 0.37	0.25- 0.30	0.35- 0.37
Cloves	0.30- 0.35	0.35- 0.40	0.28- 0.35	0.30- 0.32	- 0.70	0.75- 0.77
Mace	0.75- 1.00	0.85- 1.10	0.80- 1.00	0.80- 1.00	0.80- 1.00	0.80- 1.00
Nutmeg	0.25- 0.30	0.30- 0.35	0.40- 0.75	0.45- 0.80	0.40- 0.60	0.45- 0.50
Pepper, black	0.18- 0.20	0.23- 0.24	0.22- 0.29	0.30- 0.40	0.35- 0.38	0.42- 0.45
White	0.28- 0.29	0.32- 0.33	0.30- 0.37	0.37- 0.39	0.40- 0.45	0.48- 0.50
Mustard seed, lb.	0.15- 0.18	0.18- 0.22	0.19- 0.23	0.19- 0.23	- 0.25	0.35- 0.40
Nuts in shell—						
Almonds, Tarragona	0.18- 0.20	- 0.18	0.17½-0.18	0.21- 0.22	0.20- 0.24	0.28- 0.32
Brazils, new	0.13½- 0.15	- 0.15	0.16- 0.18	0.22- 0.23	0.14- 0.18	0.25- 0.30
Filberts, Sicily	0.12- 0.13	0.14- 0.15	0.15- 0.16	0.18½- 0.19	0.19- 0.21	0.20- 0.25
Peanuts, Jumbo	0.12½- 0.13½	- 0.12½	0.13½-0.14½	- 0.13	0.16- 0.20	0.16- 0.17
Fancy	0.09½- 0.10	- 0.09¾	0.09- 0.10	....	....	- 0.40
Pecan	0.17- 0.18	- 0.18	0.17- 0.18	- 0.21	0.21- 0.24	0.28- 0.32
Walnuts, Grenoble	0.16- 0.17	0.15½- 0.16½	0.15- 0.16	0.18½- 0.19	- 0.23	0.29- 0.35
Marbot	0.14- 0.15	0.14- 0.15	0.13- 0.14	....	0.22- 0.24	....
Shelled Almonds	0.45- 0.48	0.42- 0.44	0.45- 0.46	0.39- 0.40	0.42- 0.43	0.50- 0.55
Filberts	- 0.27	- 0.35	- 0.35	....	....	....
Peanuts	0.11- 0.12	0.10½- 0.11½	0.11- 0.11½	....	0.16- 0.17	0.17½-0.18
Pecans	0.56- 0.60	0.56- 0.60	0.55- 0.60	- 0.85	- 0.80	- 0.60
Walnuts, new	0.40- 0.42	- 0.38	0.40- 0.41	0.45- 0.46	0.57- 0.58	0.80- 0.85
Cereals—Rolled Oats, 90 lbs.	2.50- 2.65	- 3.10	2.60- 2.65	- 3.95	5.15- 5.50	- 5.00
Hominy, 98 lbs.	2.50- 2.60	- 2.75	- 2.75	4.50- 4.75	6.75- 8.00	6.75- 8.00
Cornmeal, 98 lbs.	2.30- 2.45	2.20- 2.25	2.25- 2.45	- 3.40	5.90- 6.60	6.00- 6.25
Feeds—Bran, per ton	- 23.00	- 25.00	- 24.00	0.33- 0.35	- 35.00	- 37.25
Shorts	- 25.00	- 27.00	- 26.00	0.36- 0.38	- 40.00	- 42.25
Middlings	- 28.00	- 31.00	- 29.00	41.00- 43.00	50.00- 51.00	- ....
Fruit and Vegetables—						
Bananas	2.00- 2.50	2.00- 2.25	2.00- 2.25	2.50- 2.75	3.50- 4.00	- 4.50
Grape Fruit	5.00- 5.50	- 3.00	2.50- 4.00	3.50- 4.00	- 3.75	4.50- 4.75
Lemons, Italy	4.50- 5.00	2.75- 5.00	4.00- 4.50	4.00- 5.25	6.00- 7.00	6.00- 8.00
Oranges, Valencia	- 4.00	- 6.00	6.50- 7.00	3.50- 4.00	5.00- 5.75	5.00- 5.50
Vegetables—						
Onions, Texas	- 3.50	- 3.75	-	....	....	.... 3.25
Potatoes, per bag	2.00- 2.25	- 2.50	1.15- 1.25	1.90- 2.00	- 2.50	1.60- 1.75
Carrots, bag	-	- 0.75	0.50- 0.75	- 0.75	0.90- 1.00	0.75- 1.00
Beets, bag	-	- 0.75	- 0.50	- 1.00	- 1.00	0.75- 1.00
Produce—						
Hogs, dressed, abattoir killed	12.75- 13.00	10.50- 11.00	13.00- 13.25	....	26.00- 26.50	- 25.00
Hams, medium	0.18- 0.19	- 0.17	- 0.19	0.26- 0.26½	0.30- 0.31	0.35- 0.36
Bacon—Breakfast	0.18- 0.19	0.18- 0.19	- 0.23	0.28- 0.29	0.38- 0.42	0.43½-0.44
Roll	- 0.17	- 0.16	- 0.17	0.20- 0.21	0.28- 0.30	0.33½-0.34½
Barrel Pork—short cut	- 27.50	- 27.00	- 27.00	....	....	- 56.00
Cooked Meats—boiled hams	- 0.27	- 0.24	- 0.28	0.37- 0.38	0.42- 0.44	0.53- 0.54
Lard—tierces	- 0.12	- 0.09½	- 0.14¾	0.21¼-0 21½	0.28- 0.28¾	0.31- 0.32
Butter—Creamery	0.26- 0.26½	0.29- 0.30	- 0.36	- 0.45½	0.46- 0.46½	0.52- 0.53
Dairy	0.20- 0.21	0.23- 0.25	- 0.28	0.39- 0.42	- 0.40	0.44- 0.45
Cheese—New	0.14½- 0.15	0.16- 0.17	0.19- 0.20	0.25½-0.26 (large)	0.22½-0.23½	0.28
Old	0.16- 0.17	0.18- 0.19	- 0.22	- 0.28	0.30- 0.31	0.29- 0.30
Stilton	- 0.17	0.18- 0.19	- 0.21	- 0.28	0.25- 0.28	- 0.30
Eggs—New-laid	- 0.29	0.50- 0.55	- 0.45	0.60- 0.70	0.65- 0.70	0.75- 0.80
Selects	- 0.26	- 0.31	- 0.33	0.42- 0.43	0.45- 0.47	0.54- 0.55
Poultry—						
Fowl	0.15- 0.16	0.12- 0.16	0.17- 0.18	0.21- 0.23	0.23- 0.25	old 0.36
Geese	- 0.23	0.14- 0.15	0.16- 0.17	....	0.23- 0.24	0.28- 0.30
Ducks	0.18- 0.19	0.14- 0.15	- 0.20	0.18- 0.19	0.27- 0.28	0.38- 0.47
Turkeys, spring	- 0.23	0.18- 0.20	0.24- 0.26	0.28- 0.29	- 0.35	0.43- 0.45

enumerate a great many more articles, but the table accompanying will be illustration enough to show how the home product has soared.

In looking this over, and it might also apply to some of the imported lines, it will be found, as stated above, that at the first of the year in several instances during the war period declines from the figures which prevailed just prior to the war or on the first of January, 1915, four months after its declaration, were effective. This really resolves itself into a case of supply and demand and whereas food control and price control have been exercised to some extent by the Governments of Canada and the United States and other countries, in Canada at least the main factor in determining the price has been the question of what supplies there were and how heavy the demand.

Government Control Holds Down Dried Fruits

There is, perhaps, one case in which prices have been controlled and on which to-day's levels are unquestionably lower than as though trading had been unrestricted. This is the case of dried fruits, though this applies particularly to the United States. Best informed authorities are satisfied that dried peaches, prunes and raisins would have sold at prices much above their present level had not the maximum profits which the various interests were allowed to make been determined upon by the Government.

The situation in prunes and peaches has been outlined in these columns at different times and owing to the fact that the export of these is not permitted from the United States, Canada has been in a position where she has had to depend on old stocks altogether to meet the demand for these lines. The result is that to-day stocks of both peaches and prunes are down to a minimum level and may very likely before long be completely exhausted. It might be mentioned in passing that prunes which on July 31, 1914, were selling at around 13c per pound are now quoted up as high as 19c-20c. Dried peaches which prior to the war were selling at around 9 to 9½c per pound are now being quoted at 21c-23c per pound. Raisins which prior to the war could be bought for 6c-6½c per pound are now quoted at 11½c.

Briefly the dried fruit situation in its dismal outlook may be summed up as follows: The U. S. Government commandeered a heavy proportion of the crop of peaches, prunes and raisins. The orders came on top of unfavorable weather, which put a big dent in the output of the producers. The result has been that for their own domestic trade only very small proportions of the usual quantity of prunes and peaches have been relieved and the Government refuses to allow any exports of these two lines to Canada. There have been a few shipments of raisins made to this country and it is expected there will be a fair proportion of some grades come forward during the balance of the crop year.

How Ocean Transportation Has Crept Up

Lines which to a large extent depend on ocean transportation have as a whole soared to remarkably high levels. This is shown in tapioca, rice, spices and nuts in the shell. Coffee is one line which has shown practically no change at all. Whereas prices to-day as a whole are slightly higher than those prevailing just prior to the war, it must be remembered that higher freight rates have had to be paid and an added duty taken care of to make up the present day values.

Exact figures have been procured in relation to dates which come from Persia. These will illustrate what ocean transportation and war risks have meant to a great extent in the present day costs of all imported foodstuffs. Prior to the war, boats could be chartered to run from Busra, Persia, to New York, at a rate of fifteen shillings a ton; last year the rate was 180 shillings a ton. Added to this in the past couple of years has been war risk insurance which in the case of dates amounted to 13 per cent. Prior to the war the factor of marine insurance in the actual laid down cost of the goods was a negligible one to be considered. The result of war-time transportation and war risk has been that Holloway dates which retailed at from 6 to 7c per pound prior to the war are now up around 30c and comparatively few available at that.

What Does the Future Hold

One might go on enumerating items and still not get anywhere. What the trade is concerned about particularly is —What does the future hold for us in the matter of prices? Is a big slump coming and if so how to face it? How can one know that conditions in 1919 will be good or otherwise?

Best informed authorities summarize the situation briefly in this way: Prices will come down, yes, but very slowly. A gradual readjustment to a basis which can be termed normal in face of changed conditions is the situation as they see it. Some lines may advance slightly—coffee is an instance—and some break rather sharply, but the trade generally may look for markets that will not be disturbing and on which the exercise of care and good, sound business principles will carry them through with a balance on the right side of the ledger.

"Normal" Values Carries New Meaning

Elsewhere in this issue are shown figures on various items preceding, during and after another war period. It is in the after-war figures that the greatest interest centres—and why? Because they show that pre-war levels were not reached as a general thing and this would indicate that a new standard of values had to be reached. History should repeat itself in this age. It seems inconceivable that pre-war levels can be taken as normal to-day. Labor, the main factor in the manufactured goods, has tasted of affluence, their standard of living generally has improved and a return to 1914 conditions as a basis of cost does not seem possible nor even desirable. The point then is — what is normal to-day?—most certainly pre-war levels are not and it will take some years to determine "normal" values.

The Future?—What is Your Wish?

The question as to how to know that conditions in 1919 will be good or otherwise is hard to answer. The pessimist and calamity howler is always with us. He was around when the war broke out and dogged at the heels of everyone dur-

Price Changes in Another War

THERE has been so much written upon the question of the effect of war on prices, and the probable effects of peace, that the evidence of comparative prices, prior to the American Civil War at its conclusion and some years later, should be interesting reading. The prices are derived from "Hunt's Magazine" of January, 1868, and represent New York quotations at the beginning of the years given. The price of gold is also given so that it is possible to measure the depreciation in currency:

	1861	1865	1868
American gold	Par	$ 2.27	$ 1.33½
Ashes, pots 100 lbs.	$ 5.00	11.75	8.25
Wheat flour, state, bbl.	5.35	10.00	10.00
Wheat flour, best Gen.	7.50	15.00	14.50
Cornmeal, Jersey	3.15	8.80	6.15
Wheat, white Ohio	1.45	2.60	3.00
Wheat, red Western	1.38	1.06	2.40
Oats, state	.37	2.45	.80
Corn, Western	.72	1.90	1.35
Cotton, mid. up	.12½	1.20	.16
Fish, dry cod, 100 lbs.	3.50	9.00	5.50
Fruits, currants, lb.	.04½	.21	....
Bunch raisins, per box	1.75	5.85	3.80
Hops, per pound	.25	.40	.65
Iron, Scotch pig, ton	21.00	63.00	36.00

	1861	1865	1868
Iron, English bars, tons.	$52.00	$190.00	$85.00
Laths, per thousand	1.30	2.40	3.00
Lead, Spanish, per ton	5.25	15.00	6.50
Leather, hem., sole, lb.	.16½	.42	.28
Lime, per barrel	.75	1.15	1.85
Molasses, New Orleans	.37	1.43	.85
Oil, crude whale, gal.	.51	1.48	.70
Pork, old mess, bbl.	16.00	43.00	21.15
Horns, per lb., pickled	.08	.20	.13
Butter, state	.18	.55	.45
Rice, good, 100 lbs.	4.00	13.00	6.50
Salt, Liverpool, gr., etc.	.65	2.27	.50
Sugar, Cuba, good	.06¼	.19	.11⅞
Wool, fleece	.30	.95	.60

It will be noticed that the declines as a rule were gradual, being higher in most instances in 1866 than at the beginning of 1868. In 1866, with gold at $144½, cotton was quoted at 52 cents a pound, English bar iron at $130 a ton, laths at $5 per thousand, Spanish lead at $10 per ton, old mess pork at $28.50 per barrel, sugar at 13 cents a pound and fleece wool at 75 cents a pound. Wheat and corn, however, were cheaper in 1866 than in 1868, white Ohio wheat being quoted at $2.63 at the beginning of 1866.

ing that four years of hell in Europe. But he didn't stop Canada—the country went ahead in every way—faced days that were mighty dark and finally came out on top with the other Allies with a record of achievement abroad and at home second to none. Is it right or reasonable then that now when there is room for rejoicing, when great opportunities are open before everyone, that the pessimist should be set up on a pinnacle and listened to as his calamity utterances roll forth their message of doom? Should he not be sat on, ground under foot and the message "carry on" dinned into his ears? Which is the better spirit—one of cheerfulness and work or one which calmly sits down waiting for blue ruin to come? An answer is unnecessary.

The opportunities of Canada are many—they are widespread—by taking full advantage of them Canada's peace-time achievements will reflect the glory and honor of her soldier sons on land and sea. Every merchant should resolve to carry on—the merchant can only do business when he has goods to sell. Stocks then should be kept complete and well-assorted. Heavy buying is not advocated, but to those merchants who are in a position to do business and go out after it, 1919 presents a splendid opportunity. Make the most of it—start now.

How Trade Views Imported Lines

Signing of Armistice Has Not Released Any Appreciable Amount of Goods—Difficulties Surrounding Trade For 1919 Many—Olive Oil, Sardines, Nuts, Confectionery, Etc., Covered

WHAT does the New Year bring with it as a prospect in imported lines? Is the outlook one that is full of promise, or does uncertainty surround the operations of the various countries in relation to their exportable products? These are questions which CANADIAN GROCER has placed before many of the leading importers in Canada, and their views on what 1919 holds are given in this article.

Olive oil, sardines, nuts, confectionery and other lines are treated and from these a fairly general opinion may be formed in regard to most lines. One outstanding feature, perhaps two, might be mentioned. One is that prices will be as high, in some cases higher than 1918, for many lines; recessions in value are expected to be gradual and not particularly noticeable before the end of the summer or early fall months. The other point is that supplies are scarce yet and it will take months and in some cases years to get back to a pre-war basis of production.

ACCORDING to one of the brokers' and manufacturers' agents in the import business, the Food Board has been making the import of some European produce almost impossible. With markets so active, and the shipping question always a huge factor, and the cable companies struggling under extra heavy traffic, the Canadian importer has his own troubles; but add to these the fact that for each and every consignment he orders he has to obtain from Ottawa a special license, and that he may have to wait from four to ten days for it, one can realize that by the time all the requirements have been met, the opportunity has most probably gone. One case is cited in which the price jumped over a hundred per cent. before the necessary formalities had been observed. The goods have to be bought in many cases even if the new prices are exorbitant, and the consumer must be the loser.

The trade want to know if there is not some more expeditious method of operating this necessary food regulation.

"Have we not," asked one importer, "some already organized machinery, such as the Customs, which would understand the dispatch with which business on products on which the prices fluctuate so speedily and on which all the factors of contracting change so quickly, must be done? "By not taking advantage of the best markets," he added, "the Canadian public must pay higher prices. When a shipper quotes a price on some commodity we need, and has a bottom available to ship what we want—that is the time to cable the word that clinches it—these shippers cannot hold an offer open for ten days. Also in regard to futures, and much business is done on produce before it is produced—what good is a license for sixty days? Many dried fruits are sold before the vines and trees have blossomed, and to consummate the contracts, the Food Board license number should be on the contract. By the time the fruit is grown, matured, packed and delivered in Canada, the sixty-day license has expired."

"By all means let the Food Board encourage Canadian business, and think up some speedier and more business-like way of regulating imports," was his final recommendation.

Norwegian Sardines a Problem

MR. HENDERSON, of John W. Bickle and Greening, Hamilton, Ont., stated that it would probably be six months before sardines were available from Norway. There have been many factors that have contributed to the scarcity of imported sardines, one of the most important ofthese being the very great scarcity of olive oil, indeed it has been almost unprocurable in Norway. Efforts have been made to find a suitable substitute and whale oil has been tried. None of these efforts, however, have been

crowned with success and the olive oil situation still remains an important factor in the trade.

The production of sardines is dependent largely on three factors, tin plate, olive oil and labor. In none of these is there any immediate likelihood of pronounced declines. It is probable, however, that supplies will be available to permit the canneries to operate. Still six months seems to be about the earliest date at which newly imported sardines might be expected on this market. There is, it is true, a winter pack starting about this time, but there is a good deal of doubt as to whether any of this pack will get beyond Europe. Moreover, it is not the best quality of fish.

The European demand is likely to be a factor in keeping sardines scarce and high priced for some time to come. There is a large demand from England, and Germany and Austria may be expected to enter the market for these goods. Probably, however, some supplies will be available by next Summer. It is to be hoped and expected that there may be some decline in price. Imported sardines that sell at 35 cents a box retail can hardly be a great factor in the trade, though there is a surprising demand even at that figure. It is to be hoped, however, that within the course of a few months it will be possible to sell the best grades of imported sardines at 25 cents a box retail.

Another Viewpoint

IN REVIEWING the year 1918 in relation to sardines, W. G. Patrick, of W. G. Patrick & Co., Toronto, representing Stavenger Preserving Co., Stavenger, Norway, quoted a letter received from their principals since the signing of the armistice, in part as follows: "When 1918 opened up most of the canners were short of raw materials (tin plates, olive oil, etc.) and a good many canning factories have been closed up the entire year, whereas others, like ourselves, have had to work on a reduced scale. Lack of petroleum has kept the fishing fleet from going out regularly, greatly reducing the catch, but on the other hand the packers have been short of tins and oil.

"During the first half of 1918 prices for raw materials continued to advance materially but would now seem near the top. The chief difficulty has not been price, however, it has been in getting hold of goods required. During the first seven months of this year our import of practically all articles was stopped, but then our Government arrived at an import agreement with the United States, according to which Norway is to receive limited supplies of the various necessities. Only one large parcel of each tin plate and olive oil have been imported here during 1918.

"Fair stocks of sardines and herrings in olive oil were on hand at the beginning of the year and a big sale was effected in January to the Norwegian Government which again sold to the British Government against compensation in tin plates and olive oil which has been divided amongst the canners in proportion to their packing capacity. These supplies have arrived during the last few months, but the quantities received are only sufficient for two months' full work at most.

"Government authorities in Norway have stepped into the various trades and industries with a view of controlling same as to price and to watch that licenses for the leading export lines were not granted except against compensation. From February 8 all export of canned fish has been prohibited and our Government will only allow such export against compensation which in our case means tinplates and olive oil.

"Stocks of sardines in olive oil are light and prices high, on to-day's basis figuring out at about $24.50 case here. Raw materials in the hands of the packers to put up new goods are also scarce. It cannot be expected that our import will be greatly increased or by far reach its pre-war quantity immediately now that the war is over. All countries are short of raw materials and the excess of production in one country will most likely be divided amongst others against compensation. We are at present entirely in the dark as to how long the present embargo on canned fish will be kept up or for how long it will be used as a compensation-object. But it will very likely depend upon the world politics in general. Under these circumstances it is difficult, if not impossible, to foresee how things will be for our products during the coming year. We are prepared for a very difficult time with shortages of expensive raw materials, reduced packing and restriction of the free export, but the aim of the trade will be directed towards making commerce free from Government restrictions and interference so as to bring the trade back to its old channels as soon as possible."

IN REGARD to sardines from Norway, Stewart Menzies of Stewart Menzies & Co., Montreal, covers the situation briefly as follows: "Our 'Norse Crown,' 'Saga,' and other brands of Norwegian sardines will not be forthcoming for some time—probably six months—and we do not anticipate much—if any—reduction on present prices. We have not had shipments for over a year and wholesale stocks are consequently very low. The high prices of tinplate and olive oil, together with present high labor and ocean freight rates make the cost of Norwegian sardines almost prohibitive for the higher grades of fish."

Olive Oil in Six Months

THAT olive oil will be available in necessary quantities before a great while is the opinion of Aboosamra Kouri, a large Montreal importer of these lines. Mr. Kouri stated to CANADIAN GROCER that it was not an easy matter to maintain ample stocks during the period of the war and particularly for some time past. Shipping has been scarce and the rates high. For several months past there was quite a shortage of supply, and particularly so of the better grades. It is expected that this will now be available in the different grades within a short time.

Mr. Kouri pointed out the fact that the demand for a better grade of oil was becoming more and more manifest. The consumer was slowly appreciating the advantages of a better oil and the many ways in which it can be used was now receiving the housewife's concern. He believed that the demand for a high-class oil will be greater all the time. Up to the present the difficulty has been that of refining enough of the better grade to meet demands.

THE outlook as regards olive oil has been covered by Stewart Menzies, of Stewart Menzies & Co., Montreal, as follows: "Our friends in France indicate there is a big shortage in the production of seed oils for the lack of proper transport of the seeds from the colonies, therefore the demand for olive oil far exceeds the supply and prices will remain high for a considerable time.

LACK of absolutely definite data is reported in regard to olive oil. Advices to hand, however, indicate that there is comparatively little in France and that France has imported substantial quantities from Spain where supplies are considered very good. The question of containers is a serious one, tin plate being hard to get and even packing is difficult. There is nothing to indicate that there has been an accumulation of stocks at any point, domestic consumption, in view of scarcity of lubricating oils, increasing materially for this purpose as well as for human consumption. Hopes are entertained that embargoes now in effect will be lifted so that export of at least a limited quantity may develop. Absolute assurance of the removal of Government restrictions is, however, not available.

No Walnuts Till 1919 Crop

WHAT may happen in relation to nuts is still somewhat uncertain. Letters to hand, however, state that the embargo on walnuts out of France may very well stick all Winter, by which time all old crop nuts will very likely be absorbed. It is further stated that the 1918 crop has been a failure or at least very poor and the opinion is strongly held that there will be nothing much available for export till the 1919 crop is harvested.

It is indicated that in Great Britain where only 50 per cent. of the volume of nuts and nut kernels imported during 1916 was allowed to come in during 1918 that there will be no supply available to ship to the Canadian or United States markets. In fact this means that Great Britain will be in the market consistently and owing to the short haul may well be favored in the matter of export from producing countries.

Manchurian walnuts have shown an advance of from 5 to 6c per pound since the embargo has been lifted and export to United States permitted. Filberts show a very strong advance, the fact that heavy demands on Sicily from Sweden have been made being a factor to sustain and stiffen values. Almonds are also strengthening and there seems to be no single line which must be imported over the seas that has shown any consistent recession in price or seems likely to for some time to come.

Confectionery and Packages

MARKED difficulty in getting any confectionery released has been experienced by importers bringing those lines into Canada. Recent advices received indicate further that there will be nothing doing for some time to come. W. G. Patrick, of W. G. Patrick & Co., Toronto, in commenting on this indicated that packing is one big factor which has to be considered now. Government control of wood has not been removed as yet and some manufacturers at least do not want to undertake the risk of ocean transportation of their goods packed in cartons. Another factor, Mr. Patrick indicated, was the scarcity of cocoanut which is used extensively in the manufacture of some products. To show how prices on some lines have advanced it was stated where one line of canned confectionery had been quoted for over one year at 140 shillings a cwt., whereas the price of this used to be around 30 shillings.

Fruits and Vegetables Uncertain

THE question of imported fruits and vegetables is still in abeyance. The situation in respect to Spanish bitter oranges for instance is simply that the British Government took over the entire exportable crop. These have not usually been a big factor on this market, but some manufacturers use these and have been successful in securing their requirements through the medium of the Government. Italian bitters are considered the big item in this market but it does not look as though any appreciable quantity will be received this year. However, in regard to both lines the feeling prevails that conditions will be such in another twelve months when another crop will be ready to be exported that tonnage will be released to carry fair quantities. How extensively the producing sections in Italy have been damaged by invasion and neglect owing to withdrawal of labor for the arduous task of fighting is as yet uncertain, but this must be an element to be considered in the supplies which may be released for this market.

In regard to Spanish onions there is no advice at hand indicating that any shipments are en route and the feeling is general that none can now be expected before next season which follows the harvesting in July-August. That these will be procurable at that time is considered probable.

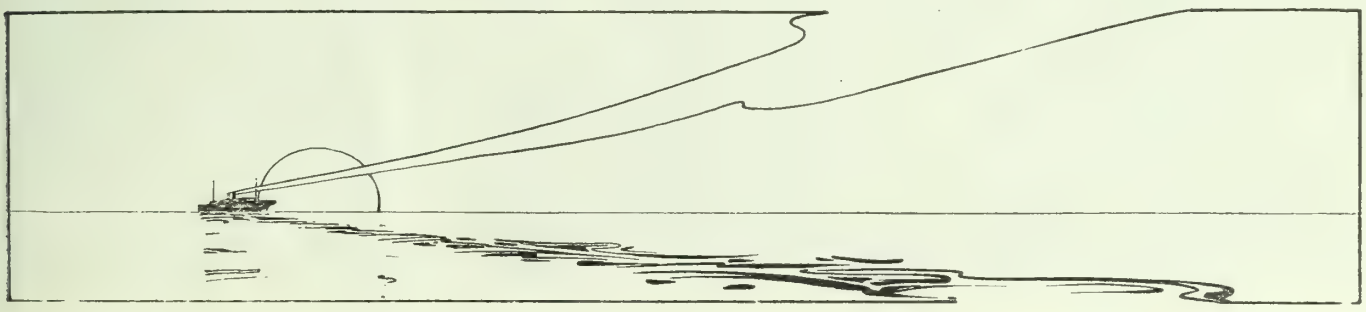
Tea Outlook From Java

ONE grocery broker stated, when speaking about the Java tea outlook, that they were in receipt of cable advices from their principals to the effect that owing to the shortage of shipping facilities a large percentage of the shipments were entirely cancelled, and the balance would likely be curtailed. As there are considerable spot stocks, this will have the effect of strengthening the prices of those on hand.

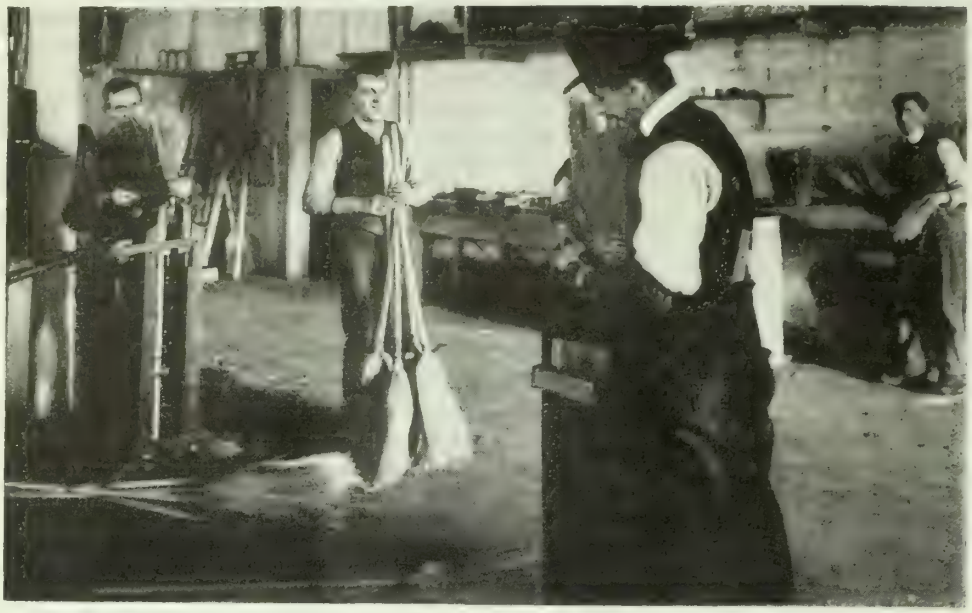
Miscellaneous Items Covered

W. ASTON, Canadian manager of Reckitts (Overseas) Limited, discussing the blue situation, stated to CANADIAN GROCER that during the war they had little difficulty in securing sufficient quantities of blue to cover their orders. This firm also manufactures stove and metal polish but these have been prohibited from leaving England on account of being packed in tin, also because some of the ingredients were required by the British Government. Mr. Aston points out that his firm in England has orders for metal and stove polish, etc., from various countries in Europe which they have been unable to fill during the war so that he does not anticipate large quantities of these lines for some months. They may, however, start to come more freely within three or four months.

So far as he could see, he did not think there would be any decline in prices of blueing. Prices have advanced three or four times since the beginning of the war and if anything they would advance again.



Current Events in Photograph



BLINDED SOLDIERS GETTING BACK TO WORK

The photo shows how broom-making is carried on at the Men's Industrial School, Canadian National Institute for the Blind, King St. west, Toronto. Thirteen men are being taught this work at the school, and the Institute finds employment for them after they have become sufficiently p r o ficient. The man in the centre of the group of three has been blind since he was three years old. One of the things which strikes visitors to the Institute is the cheerfulness of t h e blind workers at all times.

Prospective Sugar Yield Compared With Pre-War Year

IN connection with their latest estimates of the sugar crops of the world for 1918-1919, Willett and Gray make some interesting comparisons between this estimate and the figures of pre-war production, using for this purpose the figures of 1913-1914, when the total sugar production of the world rose to 18,667,399 tons, which incidentally was the high point up to August, 1914, when the world was plunged into the greatest war of history.

During that crop year (1913-1914) they state the production of cane sugar in the Americas amounted to 4,985,601 tons, of which quantity 2,597,732 tons were produced in Cuba. Asia outturned 3,992,917 tons, Australia and Polynesia 335,000 tons and Africa 474,664 tons. For 1918-19 the total in the Americas is estimated at 6,202,635 tons, at least 3,600,000 tons of which will be produced in Cuba. The production of Asia is expected to show an increase to 5,255,000 tons, the largest increase being accounted for in British India, where the crop is consumed locally, although the outturn of Java will be nearly half a million tons greater than 1913-14. The crop of Formosa and Japan has nearly doubled; the figure for the Philippines, however, is practically the same although this crop in the meantime reached the figure of 332,158 tons in 1915-16, but owing to unfavorable weather and other causes has since dropped off to 230,000 tons. The production in Australia and Fiji, which in 1917-18 reached 440,887 tons will this year not exceed 336,000 tons, or slightly below the production in 1913-14. The crops of Africa, estimated at 585,000 tons, have increased somewhat over 100,000 tons during the war period. The total cane crop for 1918-19 of 12,384,635 tons compares with 9,821,413 tons in 1913-14, and the beet crop 4,356,000 tons this campaign against 8,845,986 tons in 1913-14. Of the latter the United States beet crop outturned 655,298 tons in 1913-14, against our present estimate of 635,000 tons for 1918-19, although this crop reached its highest figure in 1915-16, when 779,756 tons of sugar were made.

In Europe, Germany is expected to outturn during the campaign 1,400,000 tons of sugar according to most reliable reports, although German press reports give larger figures, against 2,720,000 tons in 1913-14. Germany's largest production before the war was reached in 1912-13 when 2,732,189 tons were produced The crop of Austria is estimated at 700,000 tons against 1,703,000 tons in the campaign of comparison, although 1,919,853 tons had been outturned in the previous season. France, where so many of the factories have been destroyed, expects a crop not exceeding 150,000 tons this season, against 717,400 tons in 1913-14. France's largest production was in 1901-2 when 1,051,930 tons of sugar were produced. (It is interesting to note that the German wave of advance into France in 1914 had already enveloped 203 of the 213 usines when they suffered their first reverse at the Marne.) Belgium has dropped to less than one-half of her 1913-14 production, which was 229,049 tons; the record production of recent years was in 1912-13 when 300,253 tons were produced. Holland's estimate of 200,000 tons compared with 230,000 tons in 1913-14, her high figure of 316,933 tons being reached in 1912-13. Russia with 700,000 tons will produce approximately one-third of the 1911-12 crop, which amounted to 2,058,635 tons; in 1913-14 the outturn had dropped to 1,687,799 tons.

ASK RIGHT TO MOVE EXISTING STOCKS OF WINES

Representative Ontario grape-growers interviewed the Government recently to urge that the time limit within which they are entitled to transport native wines be extended. Owing to ambiguity in the original order, some difficulty has arisen. The right to manufacture ceases at the end of the year, and the order has been interpreted as implying that the right to transport wines within the province shall cease at the same time. The delegation asked that such ambiguity be removed, that they be given the right to transport so long as sale is allowed. Any such extension would apply only to existing stocks.

T. F. Robinson, general merchant, Alvinston, has sold to G. R. Whitton.

No Room for Fear in Coming Days

Manufacturers Foresee Sound Business Conditions—Ready Markets, Sustained Prices and a Prosperous People—World Moves Slowly Back to Normal With No Sudden or Disastrous Changes

IN the first few days following the signing of the armistice there was a tendency to look with a good deal of apprehension on the days that were ahead. There was a feeling that days of business depression awaited just around the corner. Many weeks have passed, and the thing that had been feared, the cancellation of munition orders, has come to pass, and still there is no sign of business depression. The better judgment of the people is coming to the fore. They are now reasoning that there are no grounds for a setback, that it can only come through an unreasoning and unreasoned fear. As an antidote to any such false impression, the following reports from many maufacturers and brokers should be of value.

The only thing that could justify fear is a glutted market and slaughtered prices. The account of the many goods still off the market, with little prospect of an immediate return, is an effective denial of any suggestion of glutting. The statement of the large demands for food products and the comparatively limited supplies, speak as eloquently of stable prices.

No Change for at Least Six Months

P. W. Connors, vice-president of Connors Bros. Ltd., Black's Harbor, N.B., gives an interesting forecast of probable conditions in the canned fish business:

"Our idea is that the readjusting period will not commence, as far as the canned sea foods prices are concerned, for at least six months or a year.

"The packing season is over and there is no chance to buy cheaper material, and when the packing season does commence we do not think the material used in the manufacture of this commodity will be any cheaper than at the present moment.

"We understand the tinplate manufacturers are well booked ahead for the first six months of 1919, and that large quantities of pig iron had been purchased at full prices for next spring's delivery; also that the export demand has greatly increased since the war ended owing to the fact that ships carrying munitions are now carrying food. In our estimation it will be one year before the readjusting period on prices will set in.

"We look for sales to be as large in 1919 as they have been in 1918, for we think wholesale buyers have been buying somewhat carefully in 1918, therefore they are not carrying heavy stocks, and the export demand increasing, it will take care of the surplus in North America for at least twelve months.

We do not see where there can be any cheaper prices on canned sea foods.

Business Should be Better

The Atlantic Sugar Refineries, Montreal, foresee no falling off in business during the coming year. Conditions should be good in the grocery trade. People should be consuming more heavily than ever and business should be better. As far as business goes, their impression is that nothing will be stationary but that conditions are such that unusual buying would be the logical course.

A World Demand and Depleted Supplies

J. H. Magor, of Magor Son & Co., Montreal, sees no reason for any falling off in business:

"Prices," he states, "are not likely to drop, because the entire Continent of Europe is in the market, or soon will be for all the food products we can afford to export, and the manufacturers in Europe, while anxious to supply this continent, will have an enormous demand of their own to take care of first, and the scarcity of labor and raw material will be a factor in keeping prices up.

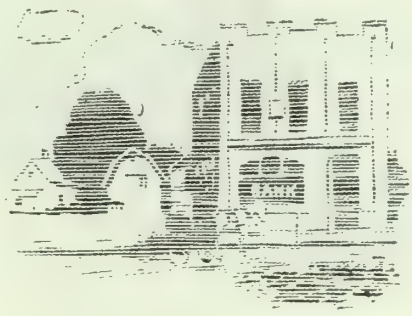
"The grocery trade in 1919 should show a decided improvement in fancy lines over the last two or three years because stock in their hands must be lower than at any time known to the present generation.

"The public generally will likely buy even a larger quantity of food in 1919 than in the two previous years because there has been a good deal of real thrift in a great many quarters, although perhaps it was not apparent.

"We certainly expect and hope that our trade will be very much larger, and this should apply to many importing firms whose supplies were cut down for varying reasons, and in many instances entirely stopped.

Cannot Foresee Lower Prices Yet

We cannot see how the price of the lines we handle can be lowered for quite a period. The acute shortage of raw material, tins, wood, and, not the least important, labor, for the manufacture and packing has extended for so long a period on an increasing scale that the pendulum will take a long time even to begin swinging the other way.



"We think the CANADIAN GROCER can help a lot in editorials, or otherwise, in bringing before the Canadian Government the actual necessity of modifying, or even altogether removing, the many annoying restrictions placed in the way of importers, such as the need of 'licenses to import' almost every article of food, when the War Trade Board at Washington has already seen fit to release, from December 16, nearly every line of foodstuffs generally brought in from the United States.

"It is true that licenses are much more freely granted than formerly, but as long as they are to be granted why put the importer to the trouble and inconvenience of getting them?"

Not in a Position to Export

Stewart Menzies & Co., in reporting on the situation, state:

"It is somewhat difficult at the present stage to give any definite or adequate review of the situation as it affects the exporters in Great Britain and the Continent of Europe. They are not and will not, for a considerable time, be in a position to make export shipments to any extent. Most of the firms whom we represent had undertaken large contracts for the army and navy, under Government supervision, and these contracts will continue until demobilization takes place, although not perhaps in the same volume as during the war. Another main factor in the situation is the shortage of raw material and packing material in Great Britain. Glass packages are the most difficult to obtain as in pre-war times a large proportion of the glass packages was obtained from Belgium, France, Austria, and nearly all the Continental works have been closed down for lack of labor and raw material, so that the resumption of operations will be very gradual. It is quite evident that the stoppage of production, dislocation and disorganization of industries caused by the war will take years to overcome.

"We therefore do not anticipate being able to import jams, marmalade, preserves, confectionery, pickles, sauces, sardines, etc., to any large extent for at least a year; prices will remain high, and although we may have some little relief in ocean freight rates, it would not affect the abnormally high prices to any extent. In this connection we might say that one of the principals of a large firm in London, writing us recently, says:

" 'The prices of all raw materials used, glass, vinegar, vegetables, etc., are abnormally high, and we see no immediate prospect in the reduction of any. We are, however, fully alive to reduced quotations as and when opportunity pre-

sents itself, but we do not for one moment anticipate that they will ever return, at any rate in the writer's lifetime, to pre-war prices.' "

"Another British firm, manufacturing marmalade, jams, peels, confectionery, etc., writes us:

" 'We are not in a position to say anything definite at the present time with regard to the re-opening of export business as it will take some little time for the food situation in this country to become normal enough to permit of the embargo being removed, but we have no doubt that the restrictions will be withdrawn at the earliest possible moment, and we are looking forward to an active resumption of our trade with the colonies. We agree with you that prices will remain high for a considerable period, but the position will gradually become clearer day by day.'

No Adequate Supply of Imported Goods During 1919

"From the foregoing you may readily assume that we do not anticipate receiving adequate supplies of our import lines during 1919. The resumption of shipments will be gradual and values will remain high; when, however, the British manufacturers are relieved from Government restrictions and can again resume normal working conditions, they will be in a unique position to turn out much larger quantities of goods owing to the enlargement and equipment of their plants necessitated by Government requirements during the war.

"We do not think it would be wise policy on the part of merchants to withhold buying in anticipation of a falling market, neither would we advise buying far in advance of requirements, but rather to maintain stocks of all selling lines on a reasonable basis of sales. We are mainly interested in imported goods, and while prices of these articles remain high there is little probability of a reduction in prices of domestic manufactures of a similar nature for reasons which we need not here enter upon.

"So far as concerns goods of British manufacture, matters will be unsettled until peace terms are finally settled, when our Government will have decided how long the present war tax duty will continue and on what tariff basis British goods are to be admitted into Canada in the future."

No Change in Sugar Price for Nearly a Year

D. R. Turnbull, secretary of the Acadia Sugar Company, Halifax, N.S., writing of the general situation in regard to sugar, states:

"The proposed contract between the Food Administration, Refiners and the Equalization Board has not yet been signed, but negotiations continue and the contract will probably be signed at an early date.

"This will stabilize prices for sugar in the United States and Canada until the fall of 1919, and during this period there should not be any material change in prices.

"The quantity of sugar available for Canada will probably be the same as that received during the present year."

Three Years to Return to Normal Conditions

The John MacKay Co., Limited, Bowmanville, Ont., in reply to some enquiries from CANADIAN GROCER states:—

"We believe the man who buys now will be the man who is ahead, because as Spring approaches everything seems to be bought up and the real shortage comes about that time. We cannot see how there can be an early change in prices, as the raw material is high and the labor business is beyond all reason. The men that we had five years ago at $12.00 per week, to-day demand $25.00 to $30.00 per week; young girls we used to hire for $1.25 per day are making from $2.50 to $3.00 in our department of labelling. It will take time to adjust all these things, therefore nobody needs to be looking for any decline in prices. Take for instance pot barley, we used to buy the very best two row barley at 55 to 56 cents per bushel; to-day we could not buy a car of two row barley under $1.75 per bushel. In normal times we got two dollars per bag of 98 lb. for pot barley; to-day we are selling pot barley at $4.20 per bag, so you see we are practically up against the real thing. People are not eating pot barley, for they are making too much money and are eating delicacies, therefore we think it will take about three years to get back from where we started. Even then we are not sure, for we believe we will have the greatest immigration into Canada that we ever had in history. We have the only country to-day that has 160 acres of good land free for any good citizen, and as long as they keep up the tariff we will certainly get manufacturers in from United States, who have to come in order to do business in Canada; therefore we cannot see any change that is coming our way shortly."

Vancouver Business Bound To Be Good

H. G. O'Loane, of O'Loane, Keily & Co., Ltd., Vancouver, stated that they expected things to be quiet for a while, but business was bound to be good in Vancouver. They looked for an increase in trade to and from the Orient, and Vancouver would receive the benefit on account of her location.

When Europe is able to take food supplies, business would be much better here, Mr. O'Loane thought. In the meantime the prices of some food lines were dropping. They did not, however, expect very low prices, in fact he did not see how this could be possible.

Some Scottish Businesses Report

From a prominent Scotch biscuit manufacturer, McVitie & Price, Edinburgh, comes the word that there is little expectation of any immediate return to pre-war conditions .

"We fear," they state, "that it will be many months yet before we are in a position to export biscuits to Canada."

The "Kit" Coffee Co., of Govan, Scotland, state:

"We are so hopelessly held up by the Government restrictions that we hardly know where we are, and until they are lifted and more plentiful supplies come to hand, we cannot export."

Retailers Able to Anticipate Coming Good Times

Howard E. Kerr, managing director of the Welch Company, Ltd., St. Catharines, Ont., writes of conditions as follows:

"Trade reports and orders received daily from our travellers soliciting the retail trade for futures, confirm our faith in the retailers' ability to anticipate the favorable results that we all look forward to during the coming year.

With practically no Welch's in the jobbers' hands, with retailers' stocks reduced to a minimum, and also considering our restricted output, we are certain that the total quantity of grape juice, of all brands, available for the coming season will not equal 50 per cent. of the actual demand. We have decided to devote the greater part of our 1919 output to the manufacture of grapelade (a pure grape jam).

Further increases have made necessary the present prices, which were effective November 1st, 1918, and will continue in force throughout the 1919 season."

Export Demand For Evaporated Apples

R. J. Graham, President of Grahams, Ltd., Belleville, Ont., writes:

"We have plenty of enquiries for evaporated apples for export, but we are not permitted to export these goods at present. We hope to be able to do so later in the season. Apparently there is a surplus of evaporated apples in Canada—more than will be required for the home trade under normal conditions.

No Hard Times For Canada

Frank Mutton, vice-president and general manager of the International Business Machines Co., writes in an optimistic strain as follows:

"There will be no hard times in Canada. It is, however, natural that there will be lulls in spots where munition workers are laid off, but this will be very local, and will pass away almost over night, so to speak.

In our opinion, the retail merchant, the jobber, the manufacturer, who adopts a wait-and-see policy, will find his competitors going by him so fast that it will be difficult indeed to catch up, and the fact that the demand for our scales is mostly prompted by the need of high-priced charts for retail goods, ranging from 10 to 60c to 80c to $1.00 per pound, we think is significant in itself."

Of the general reconstruction situation Mr. Mutton writes as follows:

"It will not be long before Canada for the size of its population, will be among the leading nations of the world in export trade, and from other countries will come to us as many orders as we are physically able to take care of, which will be an important factor in the greater development of our manufacturing and needs for labor.

Our Government have to the credit of our army overseas, some sixteen million dollars of deferred pay; further, the Government will pay over three hundred thousand men three months' extra pay when they are discharged, amounting to over forty-five million dollars.

A New Buying Force

Soldiers' dependents are to get three months' special allowance, which will amount to over thirty-three million dollars, and aside from this each soldier will be given $35.00 for a suit of clothes, which amounts to another ten million, five hundred thousand dollars.

These items mentioned alone total nearly one hundred and five million dollars, all of which will be spent in Canada. Had it ever occurred to you there is not enough suit cloth in the country at present to make sufficient civilian clothes to supply our soldiers if they were home, to say nothing of underwear and all the other accessories?

The railroads, the street railways, in fact every public utility are run down to the heel in their equipment, which will also mean a tremendous demand to fill their requirements. The municipalities throughout the country have had all their local improvement work held up for over three years, which will mean a further demand.

Good business conditions are sustained by the continued employment of labor, and it would appear that there will continue a labor shortage in this country for a long while to come. The talk of our returned soldiers flooding the labor market is surely a myth. The Government report that already up to date there are one hundred and five thousand of our soldiers now overseas that are prepared and anxious to take up farming, which is a very significant fact in itself.

Wages.—In the writer's opinion no government, no organization, be it labor or otherwise, can control whether wages go up or down; there is only one element that can control it, namely, the supply and the demand, which will for all time to come control the price of every commodity, be it labor or otherwise. As long as the supply does not exceed the demand there will be high wages. It is natural that in some few places, there may be locally an over-supply of labor, but it will be very temporary indeed, lasting only until other industries are ready to absorb the labor that heretofore has been occupied making munitions, etc., and we hear from almost every conceivable source that these manufacturers are straining every effort in their preparation to fill the demands that are being made, and will be made upon them."

"The purchasing power of the Canadian people," writes H. P. Pennock, of H. P. Pennock & Co., Winnipeg, "is greater to-day than at any former period in our history. The acumulated savings, i.e., bank deposits, are now over two hundred million dollars greater than during any pre-war period. This means that the people have that much more ready cash and consequently greater purchasing power than at any time formerly.

While I have not the actual figures on how this is apportioned to the various provinces, the beneficial effect must be general to all parts of Canada.

I think this should be driven home to the trade, as, in my opinion, the timidity shown in some quarters is really a hang-over from the war period and has no justification in actual conditions. Talk of reconstruction and readjustment has, no doubt, made the trade cautious, but changes along these lines will be gradual and, personally, I cannot see any immediate prospect for a wholesale slump in prices.

War Prices in Fruits Will Still Continue

Conditions Governing the Obtaining and Distribution of Fruits Not Likely to Change For Months to Come—Scarcity of Tonnage the Great Factor—Limits Supplies to Less Than Normal Demands—Business on a Sound Basis

WHILE during the war period prices in the vast majority of commodities increased materially these increases were very noticeable indeed in the case of some fruits. There were many factors that had a part in adding to these prices, but the very fact that so many of these products come from abroad made the prevailing scarcity of tonnage one of the largest factors. Even where this factor did not obtain, most of the commonly used fruits came from sub-tropical climates and faced, as a result, long hauls at a 25 per cent. increase in freight rate and sundry other additional charges.

These are factors that cannot change in a night, and it is generally admitted that there is no likelihood of any material change in prices for many months to come.

Requisition of Ships Decimates Banana Trade

Probably in no other line of fruit have the effects of war been so noticeable as in the case of bananas. The main reason for this is the ever present bugbear of scarcity of tonnage. The United States Government have taken over a very heavy proportion of the banana fleet to transport troops and supplies, and consequently the movement of bananas has been very materially curtailed.

M. F. Price, Toronto, representative of the Atlantic Fruit Company states that four of their steamers were requisitioned by the Government, and that these were, of course, the largest and most modern of the fleet, so that the average cargo at the present time is about 14,000 stems, or less than half what it was in pre-war days. There has been no indication of any movement to return these ships and the company believes that it will be June at least before they are likely to be returned, which, of course, means a continuance of the lim-

ited arrivals, and consequent high prices till mid-summer at the least.

Loses 67 Per Cent. of Tonnage

While the Atlantic Fruit Company deals practically exclusively with Jamaica alone, the United Fruit Company, whose marketing department is known as the Fruit Despatch, has a still more complicated problem on its hands. It deals mainly with Guatemala, Costa Rica and Columbia, with some smaller shipments from Jamaica. The operations of this company being on a larger scale, and considerably farther afield, they have developed a very large fleet of their own and have as well many ships under lease to them. Comprised in this fleet were a number of modern refrigerator steamers of large carrying capacity. These have been largely requisitioned along with a large proportion of the leased ships, leaving a decimated fleet of smaller ventilator vessels to handle their enormous business. Early in 1917 the United States Government took over two of the three largest steamers of the fleet, and since then the total has reached 13 vessels with a carrying capacity of over 700,000 stems per trip. This company has in fact ships totaling only 43 per cent. of its pre-war complement; as the natural result millions of stems are going to waste in Central and South America, and the delivery is less than one-half of the normal demand.

An Enormous Wastage

P. D. Walty, Toronto, representative of the Fruit Dispatch Co., stated that some idea of the enormous wastage that is being occasioned by the governmental retention of these ships is to be gained from the following facts. The monthly receipts from Guatemala are roughly about 50,000 stems, whereas the monthly production would be about 125,000. Santa Martas from Columbia, South America, are received in about the same volume, while the production even at the worst reason would be roughly a quarter of a million.

Moreover, supplies are more or less uncertain, and in small volume. The ventilator steamers at present in use will bring about 25,000 stems as compared with the 70,000 stems of the larger refrigerator ships that have been requisitioned by the Government.

With arrivals equaling less than half of pre-war receipts, and with no immediate likelihood of any change in these conditions, it is idle to expect any material change in price conditions for some time to come. Moderate price fluctuations there may be, and unquestionably the tendency will be downward, but until these requisitioned ships are returned to their accustomed occupation, the scarcity of supply must maintain prices at approximately their present level. The recent hurricane in Guatemala, and the hurricanes that have visited Jamaica for the past three years, have done enormous damage to the crop, but this fact has ceased to be of such vital importance owing to the necessary curtailment of imports.

Oranges Will Remain High

In regard to oranges there are not the

same outside difficulties to be reckoned with, but nevertheless there is small likelihood of any marked decline in prices until such items as increased freight rates, war tax, and unfavorable exchange conditions can be overcome.

J. W. Brownlow, Toronto manager of the California Fruit Growers' Exchange, gives it as his opinion that there is little likelihood of anything more than nominal declines in orange prices in the near future. Northern California orange shipments are coming to a close. The production of this district was only 40 per cent. of a normal, owing to the heavy damage to the crop by last year's excessive heat. The southern district crop that is just beginning to come on the market is somewhat less affected, running from 60 to 65 per cent. of a normal crop. This improvement, however, will be offset by the fact that Mexican and Florida oranges are on the decline, and that the increased production will hardly more than take care of this increased demand. The orange grower, too, can hardly take less for his fruit, as his costs for labor, boxing and labels have shown enormous advances. Moreover, there are the other elements referred to, the 25 per cent. increase in freight rate, the

7½ per cent. war tax, and the unfavorable exchange, that ranges anywhere from 1 to 2½ per cent. That means a 35 per cent. advance over pre-war days and there is no likelihood of any withdrawal of these fixed charges in the immediate future. Moreover, the public are prosperous enough to purchase oranges at these figures, so that the element of forced sales demanded by accumulating stocks will hardly be a factor.

Record Lemon Crop, But no Declines Expected

In regard to lemons, California has the largest production on record. In fact the estimated production is some 2,000 cars in excess of the record consumption of California lemons in 1916. This might suggest the possibility of price declines. But it is to be remembered that California lemons are at present selling at far lower figures than has been generally the case. Moreover, the Italian lemon that has been a large factor in the eastern trade has been noticeable of late by its absence. A shipment has recently reached New York, but these have been purchased at such a high figure in Italy that it seems hardly likely that they will be a profitable venture, and it is more than likely that there will be a narrow limit of importation of these goods, as in all probability European countries will consume all supplies of Italian lemons offering, and with European markets open it would seem the natural market. If, however, the Italian shippers should feel inclined to use the American market, or if importers continue to bring Italian lemons forward, there might be a slump which would, of course, affect the Californian price. Other than this contingency, which is nothing but a distant possibility, there is every probability that the record Californian lemon pack will go into consumption without any glutting of the market, and with no material price changes.

Bitter Oranges Arrive Late

There has been some uncertainty of late as to the arrival of Italian and Spanish bitter oranges, that are in such demand with the canning and preserving trade and with the retail trade as well.

J. A. McBride, of George Vipond & Co., wholesale fruit importers, Montreal, stated that there would be no bitter oranges before February. It was not possible, he said, to predict the prices that would prevail this year, as no quotations had been received from the growers in Spain or Italy. Space in ocean steamers, Mr. McBride thought, would be available for all requirements in this line at an early date, as other European fancy fruits had come along regularly. The demand for bitter oranges, he stated, was a rather limited one.

Fruit Business Now a Necessity

"Generally speaking," Mr. McBride continued, "the fruit business is now on a pretty sound basis, as fruit can now be considered more a necessity than a luxury. Peace prospects will have less effect on the fruit business than might

have been expected, as there has been little real difficulty experienced in procuring supplies. Even under the embargo regulations reasonable requirements could be obtained; permission to import being available without much trouble, even before the armistice was signed."

Expects Setback in Trade

Charles Hart, of Hart & Tuckweli, wholesale fruit dealers, Montreal, reports that the consumption of bitter oranges will not total large, an average of a few thousand cases being the annual output from Montreal. "As to what suppplies are available this year it is difficult at the moment to say," he stated. It is expected that they will come forward from Spain and some from Italy during the latter part of January or early in February. There should be no trouble, he stated, in the matter of getting supplies. Fancy grapes have been coming forward regularly in the past weeks and space should be available for the oranges that are exportable. Definite reports as to shipment of oranges are, however, still lacking.

In a general way, Mr. Hart stated, the effect of the armistice had been to curtail buying on the part of distributors. This was, in turn, but a reflection of the primary curtailment brought about through munition and other workers buying less fruit. While employed at high wages they purchased a lot of fruit; now they did not spend so much in this way, receiving a less return for their work. This was a condition that he believed might have its effect on the trade.

Restrictions Removed; Tin Available

No Limit on Purchase of Tin Cans Now Except the Cost—No Likelihood of Decline Here For Some Time to Come—Cans in Increasing Demand

DURING the war years the humble tin can has risen to a place of national importance. It was fostered and cared for by Government regulation to meet the actual crying needs of the world, because the tin can has achieved a place that cannot be taken by any other thing, as a preserver of otherwise perishable food products.

As a result of the propaganda for increased production, the can maker had to meet an unusual demand, and this with depleted supplies of pig tin, and a limited output of steel sheets, so that for many months past both Canada and the United States have been on short rations of tin, and it has been impossible to obtain it for many ordinary uses.

Now, however, the restrictions have been removed, and many of the conditions that tended to make the procuring of supplies difficult have been removed, and it has been felt in some quarters that prices might decline rapidly. This is, however, far from being the case. Tin is now available, but prices remain high with little prospect of any declines. Conditions in the raw material and labor markets, and the increasing demand for tins, make any decline a thing of the very distant future. What, then, is the actual condition in the can-making industry?

All the Cans Required

"Anyone wanting to use tin cans can get them in any quantity and for any purpose providing they have the money to pay for them." Such is the dictum of T. N. Anderson, Canadian sales manager of the American Can Company, Hamilton, Ont. "All restrictions are off," stated Mr. Anderson, "and it is only now a question of price. A manufacturer can now use tin containers for packing any product which he feels inclined to pack that way, nor are there any restrictions as to sizes that may be used. The whole business has returned to the usual question of price."

As far as that is concerned, Mr. Anderson is of the opinion that it is idle to expect any decline in prices in the near future. The price of tin cans is dependent entirely on three factors, pig tin, steel and labor. The labor price is set till next June, and the transportation situation precludes the possibility of any marked decline in pig tin. It is true that the steel manufacturers have suggested some change in the steel plate price, that may possibly result in a decline in tinned plate of 50 cents a bulk box. When this is worked out to the actual tin, however, it would hardly be a noticeable decline.

Firm Which Adopted Substitute Containers Would Likely Continue Their Use

With no price declines in sight Mr. Anderson did not think that firms who had adopted composition containers or a combination of composition and tin, would be inclined to revert to the tin container, at the present prices of tins. Despite that fact he believed that there would be an ample demand to take care of the production as there was a greater demand for tin almost daily for the preservation of food products, and this increasing demand would, he thought, compensate for any loss in this line, and would be sufficient to prevent any overproduction that might affect prices. It was a known fact in the can business, Mr. Anderson stated, that outside conditions did not always affect the business in the way they affected the industry. Even through periods of hard times, the business had gone ahead briskly and had shown improvement. There was nothing, therefore, he felt, either in the immediate future, or that could be surmised, that warranted the assumption that tin cans would be appreciably cheaper for some time to come.

Six Months Before Deliveries Are Normal

"There will be little change in the condition of the tin container business in Canada for the next six months," stated the managing director of a large can manufacturing plant in Montreal.

"The outlook for supplies during the early part of 1919 had not changed materially, and requirements would be met on much the same basis as that prevailing for the last half of 1918. The speaker believed that it will take about six months to bring back a normal condition in the matter of deliveries. In the first place the manufacturer cannot hope to get his supplies of tin plate for about three months after the same have been ordered. Then the containers have to be made and this will take considerable time.

"Just what prices are likely to be is an uncertain question for the time being, and will depend much upon the action contemplated by the newly-formed export association in the United States. It is suggested even now that prices on export goods of this nature will rule on a higher basis than that obtaining to-day, this matter to be decided in the near future."

Improvement in Supplies Will Come in Time

As to the supplies in Canada at the present time, it was stated that these were averaging about the same as

during the past few months. It was too early yet to expect an increase in stocks of tin plate. Improvement would manifest itself, however, as time passed. The mills would overtake business in time.

He did not feel that the armistice would make a great many changes. Manufacturers, he believes, will continue to want standard sized containers, and these will gradually be available in larger supply. It will take time to adjust supplies, and care will still be necessary in the use of supplies until the mills have overtaken orders already in their hands.

Possible Price Decline Forecast

Another large tin manufacturer in Montreal stated that he did not look for any immediate drop in prices, but that a readjustment would perhaps be made early in the year. This would result from a more favorable labor situation that he expected to develop right away, but this would not make a big difference, he thought.

In the matter of securing essential materials this manufacturer thought that the improvement of stocks would come about gradually, and that it would probably be May next before regular normal conditions would prevail in this respect. In the meantime packers would be able to secure a little more than they had been getting and in due course their full requirements would be available.

Import License List Modified

U.S. Government Removes Many Products From the Conservation List and Permits Export to Canada Without Individual License—Similar Action is Probable at Ottawa in Near Future

ONE of the most serious factors in the trade during the past year is to be found in the artificial restrictions upon the free interchange of commodities between Canada and the United States. Not until these prohibitions were imposed was it understood how materially important was an unrestricted trade between the two countries.

It is perhaps not a matter of wonder that the actions of such bodies as the War Trade Boards and Food Boards of the two countries should have developed a good deal of red tape, and some dissention on the question, of where the authority of one ended and that of the other began.

Uncertainty Serious for the Trade

These uncertainties and differences of opinion have all resulted in anything but happy conditions for the Canadian trader. Canada is dependent almost entirely on the United States for many of the food commodities, and the needs of the hour in that country, coupled with the enormous requisitioning of supplies for the army, has in many instances eaten up the surplus that used to find its way to Canada.

For one reason or another a very long list of goods were actually prohibited from export by the United States Government; other lines, a still longer list, could only be imported into Canada after a laborious process of mutual licen ing between the Canadian and United States Food Boards, for each individual shipment a system so complicated and unwieldy that there have been countless instances where the occasion for import was past or where the price of goods had increased beyond all reason long before the licensing formalities had been completed.

Condition Returning to the Normal

It is a comforting thing to know that these relics of the troubled war years are rapidly being scrapped, and that business between the two countries is beginning to return to a normal status.

Within the past few days there has been issued by the United States Government a lengthy list of goods that have been removed from the United States conservation list. The list which follows is the complete record of the commodities that have been removed from this list, and the announcement is made that after Dec. 16, 1918, individual licenses for shipment to Canada or Newfoundland of items not on the U. S. export conservation list are not required, which obviates the necessity of obtaining individual licenses for the importation of any of the following commodities:

Removals

Acid, stearic. Acids, fatty. Acid, oleic. Apricots, dried. Aunt Jemima's wheatless flour.

Barley, cream of. Bean flour. Beans, Black-eye. Beans, canned. Beans, desiccated. Beef bouillon cubes. Beef casings. Beef essence. Beef nutritive extract. Beef, potted. Beer. Beverages, non-alcoholic, containing sugar. Biscuits, Biscuits, sea. Black-eye beans. Black-eye peas. Bread. Butter, cocoa. Butter, peanut.

Candles. Candy. Caramel. Caramel coloring. Carrier pigeons. Catsups. Cherizoes. Chewing gum. Chick peas. Chicken, canned. Chicken, loaf. Chile con-carne. Cocoa butter. Cocoa powder. Cocoanut, desiccated. Confectionery. Communion wafers. Condiments. Corn, canned. Corn flakes. Cottonseed flour. Crackers. Crackers, wheatless. Cream of barley. Cream of wheat. Custard powder.

Dates. Dessiccated beans. Dessiccated cocoanuts. Deviled meats. Dog cakes.

Farina. Figs. Fish, all canned, dried, fresh, and salt (except canned salmon). Fish, tuna, canned. Flavoring extracts. Flour, Aunt Jemima's wheatless. Flour, bean. Flour, cottonseed. Flour, gluten. Flour, malt. Flour, sago. Flour, tapioca. Force. Fruit, dried, as follows: Apricots. Dates. Figs. Pears. Raisins. Fruit pulp. Fruit syrups.

Fruits, canned, crushed, and dried (except dried apples, dried peaches and dried prunes). Fruits, citrus. Fruits, fresh.

Game, live. Game meat. Gluten flour. Glycerine. Grape nuts. Groats. Gum, chewing.

Ham loaf. Hamburg steak. Hearts. Hog casings. Hogs' backbones. Hogs' backstraps. Hogs' brains. Hogs' ears. Hogs' heads (with fat removed). Hogs' jowls. Hogs' snouts. Hogs' tails. Hons. Horses.

Inedible animal greases (40 per cent. titer and under).

Infants', convalescents', and manufactured baby foods, such as Nestle's, malted milk, etc. Irish stew.

Jams. Jellies.

Kidneys, stewed.

Lentils. Liver.

Macaroni. Malt Extract. Malt flour. Marrow bone. Matzoth. Meat scraps. Meats, deviled. Meats, potted. Mexican tamales. Mules. Milk and rice, canned. Mincemeat. Mushrooms in bottles.

Neck bones. Non-alcoholic beverages, containing sugar. Noodles. Nuts, all kinds, except cocoanut.

Oleic acid. Olives. Oil, red.

Paste, soup. Paste, tomato. Peanut butter. Pears, dried. Peas, black-eye. Peas, chick. Peas, canned. Pepper. Pickles. Plum pudding. Popcorn. Pork chops, canned. Pork and beans, canned. Poultry, dressed. Poultry, live. Postum. Post toasties. Potato fecule, flour and starch. Pudding, plum. Puffed rice. Puffed wheat.

Red oil. Rice and milk, canned. Rice powder. Rice, puffed.

Sago and products. Sago flour. Salad dressing. Salmon, kippered. Salt. Sauerkraut. Sausage, canned and dried. Sea biscuits. Soap and soap powder. Soups, canned. Soup paste. Spices. Spaghetti.

Tamales. Tapioca and products. Tapioca flour. Tea. Tomato paste. Tomatoes, canned. Tongue, lunch. Tripe, including pickled. Truffles. Tuna fish, canned. Veal loaf. Vegetables, canned. Vegetables, fresh. Vermicelli. Vinegar. Wafers, communion. Wheat, puffed. Wheatless crackers. Yeast cakes. Yeast, compressed.

Some Modifications in the prohibited list

The United States War Trade Board also announce the following modifications of various items on the export conservation list, effective December 16, 1918:—

In the past it has been customary to include many commodities classified, but not named individually, under headings such as "beans," "beef products," and "pork products." It now becomes possible to definitely eliminate from the United States export conservation list many of these commodities, such as "canned beans," "beef essence," "hogs' heads," and "hogs' brains." In the list of removals which follows, the items either have heretofore been specifically mentioned in the United States export conservation list or have been considered as included under the various classifications.

These modifications are as follows:

(1) "Beans" has been modified to read—Beans, as follows—Cocoa. Colored (not including castor, vanilla, and like varieties of beans). Soya. Velvet. White, including lima and navy.

(2) "Beef products (canned, preserved and fresh)" has been modified to read—Beef products, as follows—Beef loaf. Canned. Corn beef hash, canned. Dried. Drippings. Fresh or frozen beef. Meat juice. Ox tongue. Pickled and barrelled. Suet.

(3) "Peas" has been modified to read—Peas, as follows—Dried (not seed). Seed (individual licenses not required to Canada and Newfoundland for 50 pounds and under). Split.

(4) "Pork, and pork products" has been modified to read—Pork products, as follows—Bacon. Barrelled and mess pork. Coarse hog bellies. Canned pork. Fat backs. Fresh pork. Hams. Pickled pork. Shoulders. Spare ribs. Stag bellies.

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THAT PRICE-FIXING ORDER-IN-COUNCIL

THE Canada Food Board showed considerable wisdom and diplomacy when in response to the demand that something be done about the High Cost of Living, they generously donated an Order-in-Council that put the matter distinctly up to the local authorities.

They were probably wise enough to know that the order would serve no useful purpose other than to give some energetic agitators something to worry over. It has achieved that end, but has shown no other useful results. There have been several efforts to make use of this order, notably in Sarnia and Windsor, Ont. They have resulted in nothing but committees.

The truth of the matter is that much of the cause of the dissatisfaction arises from the belief, fairly generally held, that the law of supply and demand, is something that the manufacturer and wholesaler have originated for their own special benefit, whereas it is of course, only a technical name for forces which the manufacturer can no more control than can the drain digger, and that operates to the advantage or disadvantages of the one as surely as of the other. Orders-in-council do not change natural conditions, nor can they compel men to do business to their own hurt. They can, therefore, do nothing to influence the cost of living.

MERCHANTS IN COURT AGAIN

DURING the past few days, six Toronto grocers were fined for selling impure Maple Sugar as the pure product, and had to pay fines of $44 and costs each, and had, moreover, to spend perhaps half a day in court. Action is pending against a number of merchants in other districts on the same charge. Probably no one of these merchants had any intention of selling impure goods. They had probably taken the word of a traveller that the goods were first class, and let it go at that, therefore certain manufacturers, who are not above scamping quality, go scot free, while the grocer suffers.

However, that is no good and sufficient justification. The Government regulations are exact, anything bearing the word "Maple" must be the genuine article and the vendor is responsible for seeing that this regulation is carried out. There is only one safe way, and CANADIAN GROCER has urged this necessity time and time again, get a warranty from the manufacturer. Then if an inspector finds fault with the product, the charge can be laid where it actually belongs, against the manufacturer and not the vendor. This is the only way, however; no retailer can be sure of the quality of these goods, but he can protect himself in this way.

WASTE OF WAR AND WASTE OF PEACE

"EVEN more paradoxical than a period of prosperity during the war would be a period of idleness, depression and distress following the war," says the National City Bank, New York, in a recent pamphlet. "Idle men and idle machinery mean waste just as truly as do the destruction of their products in war. It is highly important in order to minimize the difficulties likely to arise in the transition from war conditions to peace conditions that there shall be plenty of work available for the labor of the country, and that the productive agencies of the country be worked to their full capacity."

In the four years that are past, the world passed through the greatest trial it has ever been called upon to meet. It had to face a cataclysm that fell without a word of warning, without an hour of preparation. Little wonder that the early days of the war were days bordering on commercial panic. That the commercial forces of mankind could gird themselves to meet this overwhelming calamity and could in these troubled days find some solid ground and some measure of prosperity, is a fact of which we may well be proud. The courage of the marketplace in those first sad days was, perhaps, not so far behind that of the blood-soaked fields of France. And now that the world war is apparently a thing of the past, is it likely that those who faced the uncertain conditions of years past with such high courage will fail before conditions that have been foreseen for four years past? The merchants and manufac-

turers of 1914 met unknown, unheralded and undreamed of conditions. The men of 1919 are called to meet conditions that for four long years they have known would come some day. Idle men and idle machinery are the waste of peace. The years of wastage have been long enough, the days of preparation against it have been long enough also. What reason have we to believe that men will fail here, when they passed unfaltering through far more grievous days?

PEACE AND FOOD CONTROL

WHILE everyone admits that some measure of Food Control was probably necessary during the war years, that it met some problems well and others as well as could probably be expected, that everywhere it was tried it made some mistakes, but that probably the balance of credit was well in favor of the system: while all this is admitted for the war years, there is hardly a dissenting voice in the chorus that proclaims it a war necessity only, and that contends that the continuance of the system, one moment after its direct need was past, would be an unwarranted and unjustifiable infringement of public rights.

In the British Isles, where the need of such an organization was far more imperative than in Canada, they speak with no uncertain voice. At a meeting of the Produce Traders' League held in Cardiff, T. W. David, as reported in *"The Grocer,"* London, directed some pointed criticism at the Food Control Department:

"The business community had had no objection to the principle of the Government taking charge of the trades in the national interest during war-time, and some business people had even welcomed the control, which was foreshadowed. But it was assumed too lightly that the control to be established would be conducted on sane and business-like lines. They had every reason to believe that there would be a minimum of inconvenience inflicted upon the traders of the country when th inevitable control was established. Disillusionment came swiftly, and it was complete. It was found very soon that controllers were appointed who had no knowledge whatever of the businesses they had to control. Not only so, but hosts of officials sprang into existence like mushrooms in a night, and nearly all those officials also were men who were ignorant of the businesses they had been appointed to look after.

Not less pointed was a motion introduced by Sir William Seager:

"That this meeting protests against the unnecessary and increasingly mischievous control of trade by the State; it demands that departmental interference, restriction and obstruction be immediately relaxed, and calls upon the Government to devise means whereby the normal conditions and methods of trade may be restored at the earliest possible moment."

Another speaker stated that Food Control seemed likely to become a permanency.

"In America," he stated, " they were getting rid of it very rapidly, and President Wilson said the other day: 'Our raw materials have been already released and put into the general market. It is surprising how fast the process of a return to a peace footing has moved in the three weeks since the fighting stopped. It will not be easy to direct it any better than it will direct itself." In this country, on the contrary, these new departments were trying to make themselves permanent."

The return to normal conditions of trade is the only safe and sane course, and any attempt to make governmental control in any way permanent would be a dangerous and costly experiment. Fortunately, in both Canada and the United States, the tendency appears to be to release the control at the earliest possible moment.

STANDING THE TEST WELL

PERHAPS no better indication of the splendid manner in which Canadian business interests were prepared to meet the reconstruction period could be had than the commercial statistics which show that during the month of November the smallest number of failures was recorded in twenty-six years. This is in spite of the fact that business was decidedly irregular during that period owing to all sorts of rumors which preceded the signing of the armistice and the big celebrations that took place after. In Canada and the United States during November there were 549 failures recorded, a decrease of twenty per cent. over October and of 43 per cent. over November a year ago. During the eleven months of 1918 for which figures are available business failures totalled 8,810, a decrease of twenty-six per cent. from the number in 1917 and just more than half of the number in 1915, which holds the record with 17,447.

ENGLAND IS OPTIMISTIC

THE direct cost of the war to all the belligerents is estimated at $200,000,000,000. Of this amount about $150,000,000,000 has been raised by war loans. This seems a huge sum and yet it cannot be said that the world's bankers are worrying particularly about it, although the charges for interest and sinking fund will run up to about $10,000,000,000 annually. The British financiers refer casually to the fact that Britain "only owes about $5,000,000,000 abroad" and declares that she is amply able to take care of this debt. It is a decidedly encouraging fact that most of England's debt is to those at home. If history repeats itself, and many competent authorities assure us that it does, a comparison of England's financial status now and one hundred years ago is interesting. At that time Britain was emerging from a fight with Napoleon and others which had lasted for twenty years, and was up to that time one of the great wars in the world's history. Her debts then, which were considerably under $100,000,000 were looked upon by many as colossal and predictions were made that the country would be swamped. What happened? England's trade developed by leaps and bounds and the foundation was laid for the prosperity which has made it possible for her to come through the tremendous struggle of the last few years with such flying colors.

Demand for Specialty Goods Revives

War Years Encouraged a Rigid Frugality and Caused a Cessation of Social Gatherings —Demand For Many Specialty Lines Fell Off as a Result—More Cheerful Outlook Already Shows Encouraging Effects

DURING the war years there are some lines that usually find a place on the grocers' shelves that fell upon hard days. Many of the specialty lines, relishes and other delicacies that were in strong demand previous to the war, goods that naturally found a place on the table at most social gatherings, these lines unquestionably suffered by a changed spirit in the public, rather than through any lack of appreciation or any decline in buying power.

People were in no mood for social gatherings and these were almost unknown, and those who could afford the luxuries that add so much to the zest of food, forebore to purchase, on the ground that is was an unnecessary expenditure that was not justified in those dark days. There were of course merchants who still were able to sell these goods, who had a class of custom that had come to look upon these lines as the essentials of every day fare. But these merchants were few and far between and in very many cases the merchant was deprived of a very profitable line of business.

Scarcity of Stocks the Reason for Lack of Sale

Of course it was not entirely a matter of inability to sell. In many instances it was a matter of inability to buy, many of these lines being imported from other countries, and being either off the market entirely for the time, or unobtainable by reason of export embargoes.

With the signing of the armistice, and the probability of an early peace, there has developed anew a spirit that the merchant has not been slow to realize. During the Christmas season and before, there has been a greater abandonment to the personal tastes of the buyer. There is now no feeling that the social gathering should be tabooed. And so there has grown anew a large demand that for many months has been practically dead or dormant.

Several merchants in response to enquiries from CANADIAN GROCER report their experience in regard to this changed feeling. Some have noted it in a very pronounced fashion. Some are not so sure that there is a great change in these conditions to be expected. But the general feeling among the trade is, that there will be a large market for goods that for many a long day have been nothing much but a name to the majority of people.

"During the past two years or so," writes B. G. Crabtree, Ottawa, "a very noticeable falling off in the sale of fancy table delicacies was felt. Amongst such articles to come under our observation were: Pâté de Foie Gras, anchovies in oil, expensive sardines, Maraschino cherries, olives and olive oil, particularly in large bottles or cans, peach Melba, raspberry sauce, Breton's colorings, Guava jelly, Bar-le-duc, etc.

Demand Articles of High Food Value

"We found the consumer particularly anxious to purchase articles that contained real food values and never before had we such a demand for bacon, eggs, porridge meal of all kinds, potatoes, carrots, onions, turnips, parsnips and cabbage, rice, tapioca, raisins, dates and of course, bread (the bugbear of the grocers). Salads were very much in evidence as large quantities of lettuce and celery were disposed of, together with a decided demand for all kinds of fruits, and yet withal, there was a steady demand for canned vegetables and fruits, particularly pineapple and peaches. Naturally, we expected there would be a general falling off in the sales of a large number of fancy foodstuffs, as gatherings of a social nature were curtailed, and we trimmed our sales accordingly to meet the new conditions.

Demand For Many Lines Revive

"There has been a return of the demand for many specialty lines, but we must take into account the festive season of Xmas, when people are a little less penurious and considerably more extravagant, than at any other season of the year, and a few extra dollars spent in delicacies is considered quite in order.

"For Christmas and other social gatherings we have noticed a considerable improvement in the sale of such lines as meat and fish pastes for sandwiches, olive butter, peanut butter, olives, oysters, lettuce, celery, tea, coffee, fancy biscuits and loaf sugar, the two latter almost impossible to get, although fancy biscuits are now coming forward, such as, shortbread, biscuits with icing, on and between, which have been under the ban until quite recently.

Some Lines Show No Improvement

"There are some lines that do not appear to be returning to favor; among them might be noted various imported articles which have been difficult to secure and are very expensive, and which for that reason have suffered in sales to such an extent that consumers are getting the habit of asking for well-known Canadian manufactured goods, and are superseding such articles as English biscuits, English and Scotch kippered herring, and Scotch marmalades and jams. These Canadian lines will continue to gain in popularity just so long as the standard of quality and uniformity is adhered to.

Some Lines Difficult to Obtain

"Sugar is scarce, but there is enough to meet requirements, with the exception of loaf and fruit, and more particularly pulverized, so anxiously looked for to meet the needs of the Xmas cooking. The embargo on American packaged coffees by the United States Government is being felt by the Ottawa grocers, as practically all stocks are sold up, and no immediate relief in sight. Prunes and raisins are scarce, but our stock is sufficient to meet our requirements. American salad dressing it is possible to get, but it is too high, and is not worth the effort. Good Canadian makes are taking their place. Berger's starch (English) is impossible to procure.—B. G. Crabtree, Limited, Ottawa.

Another Ottawa Opinion

On the whole the public are asking for lines which were carried before the war. As long as stocks lasted they were eagerly sought after; now that the war is over they wonder why they cannot be procured.

The principal lines asked for to-day for social gatherings of a various nature are water ice wafers, fancy biscuits, shortbreads, imported cheese, English pickles, and fish pastes.

In our experience, there is no variation from the demand for imported goods. The buying public have been accustomed to these imported lines and always hesitate before taking our Canadian manufacture.

There has been a marked scarcity in practically all the imported lines, while even our Canadian manufacturers are finding difficulty in getting material for their different lines. For instance one large Canadian biscuit company offer the merchant only 60 varieties to choose from whereas three years ago they had over 300.—A. P. Johnson, Ottawa.

Stratford Notices No Improvement

We have not noticed any great improvement in the demand for specialty lines, in fact, we could almost say that there is no demand for these goods with us. Our customers are still demanding staple lines.—Barnsdale Trading Co., Stratford.

There was a marked decline in the sale of such lines as olives, meat sauces, fancy fruits, etc., following the outbreak of war, but in the past month or so we have noticed quite a marked improvement in the trade in these lines which betokens a return to favor, and a tendency toward a little more lavish

buying.—H. Trebilcock and A. L. Barry, Hamilton, Ont.

Could Always Sell Specialty Lines

We have not noticed any material improvement in the demand for fancy groceries of late, possibly this is due to the fact that the Christmas holidays are so close at hand. Of course, our business of late has shown some improvement, but we credit this to the season rather than to the cessation of hostilities.

As far as specialty lines go we could always sell these when they were procurable. The bulk of the demand for social gatherings has been for olives, potted meats, grape juice, shelled nuts, Toki raisins and fresh fruits.

We have had much difficulty of late in securing supplies of English fancy goods, package dates, sardines, shelled nuts and table raisins.—J. McTaggart & Sons, Vancouver, B.C.

Fair Demand For Specialty Lines

"So far there has been no great change in the demand of the people. We have had some requests, but the number is proportionately small for fancier groceries. There has been a very fair demand for such lines as biscuits, olives, candy, salad stuffs, etc., and a decline in the demand for pickles. Christmas business started in early this year, which no doubt is a fair indication of the feeling of the people with regard to 'peace.'"—H. Malcolmson, Chatham, Ont.

There has been no falling off in the demand for specialty lines even in war years, according to H. L. Brown, of Kent & Brown Co., Moose Jaw, Sask. Olives, fancy biscuits, lettuce, cakes and ripe tomatoes, items usually in demand for social gatherings, have been in as good demand as ever, and none of these lines here seemed to have lost the public favor.

Table raisins, fancy biscuits, candy and similar lines, however, have become increasingly difficult to procure.—Kent & Brown Co., Moose Jaw.

Canadian Jams and Preserves Will Advance

No English Products Expected on This Market and Big Export Demand—Next Year's Fruit Contracted at Record Prices

MERCHANTS who are waiting for declining prices are liable to disappointment. There is very little hope of any such thing, judging from the majority of the goods that have been investigated by CANADIAN GROCER.

Taking preserves as an example there is every indication that prices in these goods will advance rather than decline. There is a worldwide shortage of small fruits that has resulted in their being purchased at very high figures. There is no likelihood of English jams coming on this market in any sizable amounts. Even if some should arrive it would only be in an effort to keep the manufacturer's name before the public and would not represent any increased supply.

The great factor in the case is that there will be an army totalling millions of men in the field for another year at least. There will be enormous supplies of jam required to supply necessary food for this large army, and all that England and Scotland can supply will be inadequate to meet this demand. Indeed, there is still a strong export demand for Canadian products of this nature, and this in addition of enormous shipments of Australian jams to the British Government. James Wagstaffe, managing director of Wagstaffe, Limited, Hamilton, is emphatic in his opinion that no declines in prices are to be expected.

Prices Will Advance

"The outlook for jams for next season is certainly higher. Sugar is higher to-day than what it was this time last year. For contracts for raspberries and strawberries the farmer is asking more money, the tin manufacturer holds out no hope that tins will be lower, so that everything points to higher prices for jam next season. In fact we have withdrawn our prices at the present time, which means we are going to advance a little after the new year."

Fruit Contracted at Doubled Price

Mr. Furnivall, of Furnivall-New, Hamilton, is of the same opinion. Contracts for raspberries, he states, have been let a a 50 per cent. advance over last year's price, while many manufacturers have contracted strawberries at about 100 per cent. advance on last season's price. That is an extra initial charge that may be expected to more than offset any possible declines in other regards. Sugar will unquestionably be more plentiful, but there is no possibility of it being cheaper, so that the manufacturers will only benefit in easier manufacturing conditions.

English Stocks Depleted

Mr. Furnivall is also confident that there is no likelihood of competition from English jam makers. He points out that English stocks have been depleted by the heavy demand made upon them by war conditions and these will have to be replaced before there will be any great supply for export. It will probably, therefore, be some time before English jams will again be a factor on this market. Even the fruit in England was requisitioned for Government use, the grower only being permitted to retain 100 pounds. It is readily seen that under these unusual conditions there is small hope of conditions warranting any downward movement in prices.

An Export Field For the Canning Industry

Heavy Demand Noted For Canned Goods From British Civilian Population—Demand For Canned Fruits Exceeds Supply—Stabilizes Prices

THE war has had many educative effects; among them it has served to introduce many of the commodities of this country to the European nations and to prepare for them a ready market.

W. R. Drynan, secretary-treasurer of the Dominion Canners, Hamilton, in speaking recently to CANADIAN GROCER, spoke of the materially enlarging export demand. There was a very heavy demand, he stated, for export that was only curtailed by the extreme difficulty of getting cargo space. As far as canned fruits went, they could dispose of thousands of cases more than they have available without the slightest difficulty, as the British Government is eager to get such supplies and will provide the shipping space. With the canned vegetables the matter is not quite so simple, although there is a brisk demand, but here they have to provide their own shipping space, and can only obtain this with great difficulty. This export business is on a sounder footing now than it was. The rate is now 5 cents a pound instead of the 9½ cents of the war period. So that the British consumer will be able to obtain these products at a far more reasonable figure than formerly and may expect, therefore, to be in ever increasing demand. Of course, there has been a steady purchase for the army, but this new demand of which Mr. Drynan speaks is entirely a civilian demand and so may be expected to continue.

Prices Will Not Decline

This new market for these products is one of the factors that may be expected to keep the price of these goods at somewhere about the same levels. There has been a tendency of late to hold back in buying in the fear that there would be a lowering of price, but this year is passing and stocks are beginning to be absorbed. There is very little chance of any such condition arising. There were a number of factors that gave color to such a supposition. One was the fact that the United States Government had taken over large proportions of the American canneries pack, which under present conditions with the draft army for whom it was purchased being demobilized, was, of course, unnecessary. There was the fear that the United States Government would

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Burglars entered A. B. Sweed's store, Haymarket Square, on Christmas night and got away with goods valued at $200.

William J. Dalton, retail grocer, Main Street, St. John, died this week after a brief illness. His wife, one son and three daughters survive.

Charles P. Park, who for many years conducted a general store at Newcastle, N.B., was found dead in bed on Christmas morning. Heart trouble was given as the cause.

Edward D. Sonier, one of the best known merchants of College Bridge, N.B., died this week of pneumonia, following influenza. He was sixty-two years of age.

Robberies of grocery stores continue in St. John almost systematically. H. R. McKim's store, corner Sydney and Britain Streets, has been broken into twice within the last week. In neither case was the loss heavy.

Oscar H. Trites, of Moncton, suffered the loss by fire on December 28 of his retail grocery store and the premises in which it was located. The loss was about $3,000, with $500 insurance each on stock and building.

Quebec

Hugh Kelly, Toronto, has been succeeded by Bernard Hinch.

Anthony Thomas, general merchant, Chandler, has suffered loss by fire.

Marin & Langelier, flour and feed merchants, Upton, have dissolved partnership.

Henry & Armand Legault, St. Laurent, have registered a partnership under the name of Legault & Frere.

Lebrun & Frere, general merchants, Maskinonge, have dissolved partnership, Jos. Lebrun continuing the business under the old name.

Ontario

Walter Mallon, Hamilton, is selling out.

James N. Paget, cheese manufacturer, Hamilton, is dead.

J. A. Watt, Lanark, has been succeeded by W. Ban.

John W. Pfeffer, vice-president of the Pfeffer Milling Co., Milverton, is dead.

Charles H. Pugh, grocer, Sarnia, has sold his business to Martin & Grass.

Mrs. E. A. Little, general merchant, Cobden, has been succeeded by R. E. Cooke.

M. A. Deans Co., wholesale fruits, Toronto, has sold out to the Frank Everest Company.

The premises of Fred J. Perrin, wholesale grocer, 888 Queen Street West, Toronto, were entered recently. The thief was arrested, however, before he was able to get away with the spoil.

The Dominion Canners agree to erect the coming year a warehouse 150 x 40 feet, two storeys high, to cost $50,000 or $60,000; also to rebuild the main building the next year.

The grocery store of Henry Caplain, Wyandotte Street and Wellington Ave., Windsor, was robbed recently. A number of smoked hams, two boxes of cigars and $1 in money were stolen. Entrance was gained by breaking the glass in the front door.

At a meeting of the industrial committee of the Town Council of Strathroy, Ont., at which Messrs. Marshall, Nairn and Lee were present, representing the Dominion Canners, an agreement was reached whereby the rebuilding of the canning factory is assured.

Mrs. Edith Shelley died at her home in Detroit from Spanish influenza in her twenty-eighth year, on Saturday last. The late Mrs. Shelley is survived by her husband who was late partner in the firm of Robertson & Shelley, grocers, corner of Cavell and Pape Avenues, Toronto. The couple were only married last June.

Western

P. P. Janz, general merchant, Main Centre, Sask., is dead.

S. Bricker, general merchant, Hazel Dell, Sask., has sold to Max Nisenholtz.

A. R. Lewis & Co., general merchants, Vidora, Sask., have dissolved partnership.

Frank Tumner and Tom Mathews have taken over the Pioneer store of Lemburg, Sask., and will conduct the business in future.

The by-law to grant water concessions for ten years to Alberni Packing Company, Ltd., on the condition that it build and operate a fish cannery in the city, was approved by the electors of Port Aborni, B.C.

Successful candidates in municipal elections held in Saskatchewan last week included F. R. MacMillan, elected mayor of Saskatoon, and S. C. Burton, Regina, elected to the city council of the Saskatchewan capital.

Among the officers to arrive on the Pacific liner Minnedosa were two members of the Bell-Irving family. They are Lieutenant Henry Bell-Irving, R. N. V. R., and Lieut.-Col. Richard Bell-Irving, R. A. F. Lieut.-Col. James Sclater of Vancouver left for his home immediately after the ship docked

COMMANDER OF TORONTO MILITARY DISTRICT BECOMES BRIGADIER-GENERAL

John A. Gunn, who was recently appointed to the command of the Toronto Military District, has been raised to the rank of Brigadier-General. Brig.-General Gunn, C.M.G., succeeds Major-General Logie on the latter's appointment to the bench. He will occupy the position till a permanent successor is brought from overseas.

NEW BRUNSWICK WHOLESALERS HAVE HAD A GOOD YEAR

As Maritime Province grocers close their books for the year 1918 and review the business of the year just past few will have complaints to make of the net results. War has brought difficulties and uncertainties—many things to test the ability of the merchant, but it has brought failure to but few. The solid properity of the provinces has enabled the people at large to rise above the limitations of war times and their prosperity has been reflected in that of the merchants on whom they are dependent for their necessities. The last year has been a good one from a business standpoint, with sales in most cases of unprecedented volumes and profits of which there is little to complain. As the country faces the readjustment which must follow the war and the changes that must come, the merchants realize that they will have their share of the community burdens to bear, but they are taking up the work in the same spirit which saw them safely through the period of conflict.

WHITE RIVER MERCHANT DIES

William E. Sproule, of McDougall & Sproule, general merchants, White River, Ont., died Friday, December 27, at his home in White River, at the age of 35. The funeral was held Monday last at 3.30 p.m.

SALADA TEA'S NEW HOME

P. C. Larkin, of the Salada Tea Company, Toronto, has completed arrangements for the purchase of the property fronting on King street, near Spadina, on which the building formerly occupied by Stones Limited is located; it extends through to Wellington street. The building will be occupied by the Salada Tea Company in the near future.

ASK REMOVAL OF PROHIBITION ON MANUFACTURE OF BEER

Montreal brewers have decided to ask the Federal Government to rescind the order-in-council stopping the manufacture of beer after January 1, 1919. They argue that the measure was a war regulation to save food. As barley is no longer being conserved the brewers contend the ban should be lifted. The brewers announce that if the regulation is kept in force steps will be taken in the courts to have it declared illegal.

PROMINENT WINNIPEG WHOLESALER DIES

John C. MacDonald, Young Business Man With Wide Interests in the West, Succumbs to Second Attack of Pneumonia

John Charles MacDonald, eldest son of Alexander MacDonald, died at his home in Winnipeg on Dec. 29 from a second attack of pneumonia. He recovered from pneumonia three months ago, but was stricken with influenza and suffered a relapse. He was thirty-six years of age at the time of his death.

He was president of the MacDonald-Chapman Company, Limited, wholesale grocers, in Winnipeg; president of the MacDonald-Crawford Company, Limited, in Moose Jaw, Battleford and Swift Current; president of the MacDonald-Cooper Company, Limited, Edmonton and Calgary, and was associated with his father in the D. Alexander MacDonald Company, Limited, in Vancouver, Nelson and Fort William.

MONTREAL BUTCHER ROBBED AND LOCKED IN OWN REFRIGERATOR

It would be a chilly experience to be relieved of $800 in cash, but to be locked in one's refrigerator at the same time would make the experience much more frigid. Such was the unhappy lot of a Montreal butcher, Sam Rosenfield, 1480 De La Rose Street.

It was in this wise. Sam stayed late at his shop on Saturday night and had the above sum in his cash register. Three masked desperadoes entered and placed Sam in his own refrigerator, making off with the cash and leaving the owner in most comfortable quarters used for dressed meats, but quite uncomfortable even for dressed humans.

It was not until a customer had entered later that the unhappy victim was released from his temporary prison. Within a day or two the police had rounded up one Patterson, and believe him to be one of the gang.

DAIRYMEN MEET

The fifty-second annual convention of the Dairymen's Association of Western Ontario will be held at the Tecumseh House, London, Ont., on January 15th and 16th.

G. B. MacCALLUM APPOINTED MANAGER

G. B. MacCallum has been appointed the Toronto manager of Thos. J. Lipton. Mr. MacCallum has been selling the products of this firm in Montreal for the past nine months. During three months prior to his coming to Toronto he was in charge of the Montreal business. Mr. MacCallum has made rapid strides in his business career, and his friends bespeak for him success in his new appointment.

DEXTRINE AND MANY SYRUPS TO BE REMOVED FROM U.S. CONSERVATION LIST

The United States War Trade Board announces in a new ruling the removal of dextrine from the Export Conservation List, effective December 26, 1918.

It is also announced that the following commodities will be removed from the Export Conservation List, effective January 15, 1919: Glucose: syrups, as follows: Beet, cane, corn, invert sugar, maple.

In addition to the foregoing it should be noted that after January 15, 1919, glycerine substitutes, glypho, malt syrup, nulomoline, refiners' syrup, and syrline no longer should be considered as included in the Export Conservation List.

Shippers are advised that the various lards are still on the Export Conservation List and were not included in the removal of animal fats.

B.C. HAS RECORD HONEY CROP

The honey crop of British Columbia for the year will very closely approximate 225 tons, an increase over the 1917 production of 65 tons, and constituting the biggest yield in the history of the province.

FIRST CANADIAN TRADE GUILD

The formation of the first Canadian trade guild for scientific and industrial research purposes is now in process. As a result of a conference at Amherst, NS, last week of the Maritime Provinces Canners' Association, Dr. A. B. McCallum, administrative chairman of the council for scientific and industrial research, the association decided to form a federally incorporated research guild. Some twenty-five canning firms were represented at the meeting, which was held under the chairmanship of Hon. Senator John McLean, of Souris, P.E.I. A committee headed by R. O'Leary, of Richibucto, N.B., was appointed to arrange for the organization of the guild, and $5,000 was voted towards research work in co-operation with the research council at Ottawa.

Immediate problems of research include investigations as to reasons for discoloration of products of cans in lobster and sardine canning, the bacteriology of spoiled products, etc. It is estimated that from 5 to 10 per cent. of the lobster and sardine output of the Maritime Provinces now goes to waste through spoilage, involving a loss of tens of thousands of dollars. The combination of all the canners into one guild for research in solving their common problems of deterioration, production, will, it is believed, have far-reaching effect on the whole fishing industry of Canada.

AN EXPORT FIELD FOR THE CANNING INDUSTRY

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throw these stocks on the open market, and that their very bulk would induce a colossal slump. Word has now been received from the American war office that no such contingency is to be feared. These goods will be released for civilian consumption, but in monthly instalments that can easily be assimilated without disturbing a market.

No Likelihood of Price Decline

That being the case there is little to be feared in the way of declines in canned goods prices. The American price is higher than the Canadian at the present time, and even if slight declines were to be registered it would be some time before they would be low enough to influence the Canadian market.

Neither is there much likelihood of the coming season's pack being available at any lower figure. Conditions governing the pack settle themselves very early in the year. Contracts have to be made, and supplies arranged for, well ahead of the packing season, and so it is possible to foretell fairly early what is likely to be condition. Already many contracts have been let for products at the same price as last year. This more or less sets a precedent, for one farmer naturally expects to get the same for his products as his neighbor. There is little likelihood, therefore, of any decline in the cost of canning fruits or vegetables to the canneries. There is always the possibility of a decline in the price of tins that forms so large an element nowadays of canning charges. But there is no immediate chance of any such change, and to be effective as far as the canning industry is concerned it would have to be more or less immediate, as the contracts for tins will be let within the course of the next month or so.

Next Season's Price Will be Approximately the Same

There is little reason, therefore, to expect any appreciable change in the price of canned goods either this year or for next year's pack, which will be put up under practically the same cost charges as have been in operation during the past year. The only factor that may tend to reduce prices is that of labor. It is probable that the rough labor for the canneries will be more plentiful than it has been for some years past, and, therefore, may be cheaper. This is, however, the only element that bespeaks lower prices.

Salesmanship is the fine art of making the other fellow feel as you do about the thing you have for sale.

New Goods Department

"Scotch Snack" is a new product just placed on the market by Argyle Bute, Limited, of Montreal. This is a fish food which the manufacturers recommended for the making of sandwiches. It is put up in glass jar form. In making "Scotch Snack" the fish is boned and stripped, minced and blended, then automatically packed in glass jars. It is also recommended for use on hot toast, for lunches, salads, etc.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

LOWER prices on flour and higher prices on mill feeds are a possibility. That possibility is that the removal of the restrictions on trading in wheat and wheat products be effected. As a similar step has been taken by the United States Food Administration, it seems almost safe to assume that an early date will witness the lifting of the bans in Canada, and when this happens the markets may reveal tendencies as noted above.

The indefinite announcement last week respecting food stuffs, which were removed from the conservation list by the United States Government, has in its concrete form come to hand. It shows that dried prunes and peaches are not yet on the exportable list, and the result may well be that no new crop goods will reach the Canadian market. Raisins and apricots are coming, and a car of dates has reached Toronto this week.

MONTREAL—A considerable number of declines are made this week. Lower prices are obtaining for canned tomatoes, tapioca, peanuts in the shell, brooms, rolled oats and cornmeal, corn flour, soap powder and pipes. Two of the refiners have also slightly reduced their quotations on refined sugar, but there is no actual reduction from the lowest price of last week. Better deliveries of raw sugar now expected will serve to reduce the overhead cost of refining, if these supplies can be maintained steadily.

Soaps are somewhat higher in one line of Canadian-made castile. In the vegetable list, leeks and artichokes are quoted up, and cranberries are bringing $1 per gallon. Apples are holding very firm at the recent advance. Lantern burners are up from 20c to 25c per dozen.

While the market is said to be bare of raisins, a large lot are expected to arrive from California soon. Bath bricks, which were scarce, are again being offered.

TORONTO—Oranges show a stiffer feeling in quotations being named to the trade this week. Apples have registered advances of from 15c to 25c per box at primary points, and the local barrel market is very strong. This is due to the export demand, which is quite pronounced.

California celery has arrived on the local market, and cauliflower from the same point is also here. Prices on both lines are high. Cucumbers have advanced 50c per dozen. Florida strawberries are now available, the price ranging around $1 per box.

Castile soaps have come in for revision upward during the week, and washing powder is also quoted at higher levels. Rice has stiffened in some quarters, China XX being up 50c per 100 pounds.

Sugar prices have come in for a slight revision downward, some refiners' quotations being lower by 5c to 10c per 100 pounds. The outlook is encouraging for a very good supply as far ahead as can be seen. Trade just now is a little quiet, but will brighten up in a couple of weeks.

Wholesalers are busy stock-taking. Travellers are off the road, so country business is quiet. City business, however, keeps up very well.

QUEBEC MARKETS

MONTREAL, Dec. 31.—While the grocery markets are inclined to be quiet, quite a lot of seasonable business was done during the week. Staple lines are ruling on the quiet side. There are a number of changes, declines being registered in tapioca, canned tomatoes, peanuts, rolled oats and cornmeal. Castile soap is up, and cranberries have soared somewhat.

Lantern Burners Up; Brooms, Pipes Down

Montreal.

BURNERS, BROOMS.—Advances for tubular lantern burners are made on three sizes. No. 0 are selling at $1.10 and No. 1 at $1.20, each price being 20c per dozen above the former quotation. No. 2 are up 25c per dozen to $2. Some grades of brooms are quoted lower to the extent of 25c per dozen. Four string, 19 pounds are selling at $6.75 per dozen; four-string, 21 pound at $7.25, and five-string, 24 pound at $8.75. Five-string with fancy handle are quoted $10.25 for 25 pound grade, and at $11 for 27 pound. Clay pipes are reduced from $2.25 to $2.10 per box.

Canadian Soaps Up; Soap Powders Down

Montreal.

SOAPS, SOAP POWDERS.—Advances of various amounts are made in soaps of Canadian make, in the Castile varieties. Some of these are as follows: La France, per case of 14-oz. size, up from $6.40 to $6.90 per case; Med tablets from

$4.20 to $4.50; Crest brand, 6s, ½-lb. cakes, from $5.45 to $5.90; cases of 200 cakes, $6.10 to $6.75; cases of 100 tablets from 4.20 to $4.50; Robyat 60-cake cases, from $10 to $11.50 per case, and Dingman's, 50-tablet cases from $2.10 to $2.25. A revision of 5c to 15c is made in the price of Magic Washing Powder, the 25c size selling at $2.25 per case now and the 15c size at $1.35.

Sugar Differentials Down Refined Less

Montreal.

SUGAR.—The refined sugar market is placed on a reduced basis with most of the refineries selling at $9.95. Reductions in differentials have also been made by those adopting the above level for refined. That there will be a steady improvement of the general position in the matter of supply and as well as that of distribution seems pretty well assured. Cargoes of raw sugar are now afloat, and refiners expect a big improvement to come about in the month of January. Instead of operating on a reduced basis of as much as 75 to 80 per cent. some of the refiners hope to attain a normal basis in the matter of their meltings at a not too distant date. Whether this will enable them to reduce their costs is not clear at present, but the greatly increased supplies ought to enable refiners to produce with a much lower overhead schedule of production changes.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 10 05
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 70- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Tomatoes at $1.25; Export For Canned Goods

Montreal.

CANNED GOODS.—One large jobber is quoting No. 2 tomatoes at $1.25 per dozen this week. It is expected that the market for tomatoes will continue to rule easier, although this is perhaps a bottom price. Export space is being secured for quantities of tomatoes, corn and canned apples, and these are now removed from the embargoed list, so that free shipment is possible. It is probable that large quantities of various canned goods may be shipped overseas, and one importer states that he has an order for 10,000 cases to be shipped at once.

"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 15
Do., ½s, flat	1 20	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 65	2 75
Pale, ½-lb., doz.		1 37½
Pinks, ½-lb., doz.		1 62½
Cohoes, 1-lb. talls		4 35
Cohoes, 1-lb. flats		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines—Canadian brands (as to quality), case	9 50	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, doz.		2 50
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crab meat (Jap.), ½'s (cs 4 doz.)		6 00
Crabs, No. 1 (cs 4 doz.)		6 75
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		0 95
Tomatoes, 2s		1 25
Tomatoes, 3s	1 85	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½

Syrups Still Steady; Molasses Holds

Montreal.

MOLASSES, SYRUPS.—The molasses situation holds steadily and some authorities state their belief that prices are going to rule high on the coming crop. Others feel that there will be more or less of a nominal basis. In the meantime there is a fair amount of business and stocks are fairly well distributed. Corn and cane syrups are steady but quieter than usual. The cane varieties are well cleaned up as offered since the sugar meltings have continued on a very restricted basis.

Corn Syrup—	
Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 13
Barreles	1 16
Half barrels	1 18

For outside territories prices range about 3c lower.

Tapioca One Cent Less; Rice Rules Easy

Montreal.

RICE, TAPIOCA.—A reduction of 1c per pound has been made in tapioca by one large jobber, seed and pearl grades selling as low as 13½c. Flake variety is quoted at 12½c per pound. The rice market is supplied with an abundance of various grades and trading is fair, but for the most part on the quiet side. Prices are somewhat nominal in this market.

Ice Drips—Japan			11 25
Carolina	12 50	15 00	16 50
Siam, No. 2		9 00	9 75
Siam (fancy)		10 50	11 00
Rangoon "B"		8 75	9 25
Rangoon CC		8 75	8 85
Mandarin			10 00
Pakling			9 10
Tapioca, per lb. (seed)		0 13½	0 14
Tapioca (Pearl)		0 13½	0 14
Tapioca (flake)			0 12½

Peanuts Still Less; Walnuts, Pecans Scarce

Montreal.

NUTS.—A continued weakness in the peanut market has resulted in a further decline this week for the various grades in the shell. Prices now range from 14c per pound to 24c, according to size and quality. Walnuts are decidedly scarce as are also pecans, and supplies have been cleaned up pretty thoroughly of a

FLASHES FROM THE WEEK'S MARKETS

When the Food Board finally closes up shop, the trade will know that the war is over. Needless to say, they will be glad.

* * * *

Lower flour prices are a prospect and higher prices for mill feeds are synonymous. Both may come when trading in wheat and its products are permitted freely.

* * * *

There is no hope for the boarding-house keeper in the New Year. Prunes are not yet a probability for the Canadian housewife.

* * * *

Castile soap has gone to higher levels. The "high cost of keeping clean" will be the next cry heard.

Gold Dust Washing Powder has registered an advance in price this week.

* * * *

China XX rice jumped ½c to 9½c per pound in some quarters this week.

* * * *

Sugar prices are pretty generally uniform as a result of declines recorded by some refiners of 5c to 10c per 100 pounds.

* * * *

It is understood that a certain Montreal butcher who was locked in his own refrigerator and had his till robtunately not sufficiently hot to melt the ice and drown himself. It was "meat" that it should be so.

great many kinds of nuts as a result of heavy holiday buying. It will be a little time yet before stocks are augmented.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 40
Fancy splits, per lb.	....	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85	0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Evaporated Apples Showing Strength

Montreal.

DRIED FRUITS.—Strength is developing here in evaporated apples. This is the result of export demand for the product and it is expected that considerable business will be done in the immediate future, permission having been acquired, it is stated, for their shipment overseas. All are subject to Government inspection.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $5.50; 4-crown cluster, $6.50-$6.75; 5 crown, $7.50; 6 crown cluster, $7.00-$8.75.		
Muscatels, loose, 2-crown	....	0 14
Muscatels, loose, 3-crown, lb.	....	0 15
Malaga Raisins (5½-lb. bxs), 3 cr.	....	1 75
Do., 4 cr.	....	2 00
Do., 5 cr.	....	2 25
Do., 6 cr.	....	2 75
Cal. seedless, loose	0 14½	0 17½
Cal. seedless, cartons, 16 oz.	....	0 15½
Do., 12 oz.	....	0 12½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	0 32
Cal. currants (loose)	....	0 18
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50	8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
Prunes—		
Santa Clara	0 80-0 90	0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s	....	0 16½
50-60s	....	0 18½
60-70s	....	0 17½
70-80s	....	0 16½

Bean Spread Less; Peas Rule Easy

Montreal.

BEANS.—Less spread in the bean market is manifest this week and good Canadian grades are selling from $6.30 to $6.60 per bushel. There is not a great deal of demand, and in an effort to induce sales the jobbers are willing to make various concessions. Peas are also ruling with an easier undertone and the basis, while unchanged, may be reduced in the near future.

Beans—		
Canadian, hand-picked, bush.	6 30	6 60
British Columbia	6 60	7 00
Brown Beans	....	7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	8 00
Peas (green)	....	0 10
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffee Uncertain; Prices May Change

Montreal.

COFFEE, COCOA.—The unrestricted trading which has again been permitted in the United States has produced a variety of conditions which make it difficult to determine the market here. Buyers are not anxious to purchase on the high basis that has been prevailing for some weeks, and it is just a question whether they can hold off purchasing in an endeavor to secure lower prices. Some feel that the United States markets, being quite bare of spot coffees, will continue to rule high, while others are predicting a decline. It is quite probable that the whole matter will clarify itself within a few days and that buying will be resumed. Changes are not unlikely. Cocoa is very active in this market. The importers look for no higher prices, and while revisions are spoken of, they report that these are not looked for short of several weeks.

Coffee, Roasted—		
Bogotas, lb.	0 35	0 38
Jamaica, lb.	0 29	0 33
Java, lb.	0 42	0 45
Maracaibo, lb.	0 31½	0 33
Mocha, grades	0 37	0 41
Mexican, lb.	0 30	0 33
Rio, lb.	0 29	0 31
Santos, Bourbon, lb.	0 32	0 35
Santos, lb.	0 32	0 35
Cocoa—		
Bulk cocoa (sweet)	0 27	0 32

Holiday Conditions Made Tea Quieter

Montreal.

TEA.—The seasonable quiet of the markets has prevailed here for December, and it will be mid-January in all probability before there in a change to activity. Some enquiry has developed from overseas for teas, but little space has been available as yet. When shipping can be secured some movement to Europe may be looked for.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

No Spice Declines; Trading is Fair

Montreal.

SPICES.—The conditions incident to the holiday season have been prevailing and with travellers off the road for a few days orders received are mostly through the mails. No price changes have been made and the position is quite unchanged. Supplies are fairly adequate.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Little Maple Product; Honey Steady

Montreal.

MAPLE PRODUCTS, HONEY.—That there is little supply of maple syrup or of sugar for further distribution, seems evident. High prices have been offered and paid for various quantities, and while there may be some here and there in retailers' hands, little is offered by jobbers. The prices are consequently firm. Honey movement has been steady and prices are maintained.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27

10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 28

Cornmeal, Corn Flour; Rolled Oats Down

Montreal.

CEREALS.—Rolled oats and cornmeal and also corn flour are all ruling on a lower price basis. The tendencies are easy owing to the quiet prevailing, and declines generally are made in an effort to induce sales.

Self-raising flour	....	....
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	5 40	6 00
Cornmeal	4 15	4 65
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 60	5 30
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	7 00	7 25
(As to grade)		
Cornflour, white	....	5 10
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour 4 94	5 30	6 00
Oatmeal (standard-granulated and fine)	5 73	6 25
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas	8 00	8 25
Rolled oats, 90-lb. bags ... 4 50	4 90	5 15
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs. .. 5 85	6 05	6 25
Tapioca flour, lb.	0 15	0 16

Artichokes $2.25; Lettuce; Leeks Up

Montreal.

VEGETABLES.—Owing to the scarcity, artichokes are higher and are selling here at $2.25 per bag. Brussels sprouts are also up somewhat, and Boston lettuce is not only higher but the quality has been inferior and the product scarce. Leeks are firmer, $3.50 per dozen being quoted on these. Potatoes have held steady but there is no change. The markets are quiet.

Artichokes (bag)	....	2 25
Beans, new string (American) basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts	....	0 20
Brussels Sprouts (doz.)	....	1 00
Cucumbers, Boston (doz.)	4 00	4 50
Cauliflower (Montreal), doz.	2 00	2 50
Cauliflower (imported), bbl., 2½ to 3 doz.	....	8 00
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.	....	1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	....	1 00
Do., crates (6-7 doz.)	7 00	8 00
Celery, California	11 00	13 00
Horseradish, lb.	....	0 20
Lettuce, curly (doz.)	0 50	0 60
Lettuce, Boston, box	....	3 50
Leeks	....	3 50
Mint	....	0 60
Mushrooms, lb.	....	1 00
Basket (about 3½ lbs.)	....	3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	....	0 50
Parsnips, bag	....	1 25
Parsley (Canadian)	....	0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag	....	1 90
Potatoes (sweet), hamper	3 25	3 50
Romane	....	0 50
Spinach, box	....	1 00
Squash (Huber), doz.	....	3 00
Turnips, per bag	1 00	1 25
Tomatoes (hothouse), lb.	....	0 40
Tomatoes, crates	....	8 00
Watercress (Can.)	....	0 50

Apples Hold; Fruit Active

Montreal.

FRUITS.—Firmness characterizes the apple market, and at the advances made last week there is still a good deal of strength in the undertone. Sales are somewhat less than they would be if prices were not so high. The citrus fruit trade has been very active. Oranges, lemons, and grapes have been in good demand and the supplies have been very satisfactory of most lines.

Apples—		
Baldwins, No. 1	....	6 00
Blenheims	5 00	6 50
Wealthy (in bbls.), No. 1	....	7 50
Do., Do., No. 2	....	6 00
Greenings, No. 1	....	6 00
McIntosh Reds (best)	8 50	9 50
Gravensteins, No. 1	4 50	5 50
Fameuse, No. 1	8 00	8 50
Spys	....	7 50
Russets	....	6 50
Kings, No. 1	....	6 50
Do., No. 2	....	6 00
Wagners	5 75	6 50
Apples (in boxes)	3 50	3 75
Bananas (fancy large), bunch	4 50	....
Cranberries, bbl.	17 00	18 00
Do., gal.	....	0 75
Grapes—		
Spanish Almeria, keg (heavy)	....	11 00
Do., (med.)	....	10 00
Tokays	3 00	4 75
Malagas	....	2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico)	....	....
Do., gal.	....	1 00
Lemons (fancy new Malagas)	....	6 00
Lemons (California)	6 00	8 00
Pears, Cal., eating, small box	....	4 00
Pears, California (110 size)	....	5 50
Oranges, Porto Rico	....	5 00
Oranges, Florida	....	5 50
Oranges (Cal. navel)	7 50	8 50
Oranges (California)	....	8 00
Oranges (Mexican)	....	6 00
Evergreen, bunch	2 50	2 75
Holly (crowns), doz.	....	3 00

Crushed Oats $49.00; Flours Are Quiet

FLOUR AND FEEDS.—Special feeds are lower in price, and the quotations on these are quite nominal. The oat markets have been somewhat erratic but have firmed up again at this writing. In a general sense the tendency has been a lowering one on special feeds, while shorts and bran are steady and active. The flour market is quiet and unchanged, and no lifting of any existing restrictions is anticipated until after the new year.

Crushed oats	49 00	57 00
War Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track	....	11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers	....	11 25
Add 20c for delivery for small lots.		
Shorts, car lots on track	....	42 25
Bran, per ton, car lots on track	....	37 25
Barley chop	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	....	62 00
F.O.B. Ft. William	....	60 00
Feed oats, per bushel (as to grade)	0 95	1 05

Shorts and bran delivered in Montreal $1.00 per ton extra.

ONTARIO MARKETS

TORONTO, Dec. 31.—Revised prices are out on sugar, which show a slight reduction by some refiners of 5c to 10c per 100 pounds. Molasses prices are also under revision, West India molasses showing a substantial decline, though new quotations are not yet available. Castile soap is up in some quarters, and rice has also stiffened somewhat. Oranges show an upward trend, and boxed apples are gaining strength in view of export demand. California celery is on the market at a very high price. Florida strawberries have arrived on this market.

Sugar Prices Revised Slightly

Toronto.

SUGAR.—A slight revision in sugar prices has been made and all refiners, with the exception of Acadia, are now on the basis, Toronto, of $10.27 per 100 pounds. There is comparatively little doing in sugar just now, the trade working along on as light stocks as possible until after stock-taking. The outlook for 1919 is considered quite bright as far as can be determined. Range of quotations follows:

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 37
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lb.s; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

Castile Soap Up; Wash Powder, Too

Toronto.

SOAP, WASH POWDER. — New prices have been put into effect this week in some quarters on castile soap. The present basis provides for an advance, quotations being as follows: Dingman's castile soap, boxes 100 cakes, $4.50 box; 5 box lots, $4.40; Taylor's castile soap, La France, 100s cakes, $4.50; 5 box lots, $4.40; 20s bars, $6.90 box; 5 box lots, $6.75.

Gold Dust washing powder has recorded an advance, 50s, medium, now being quoted at $5.30 per case, and 24s, large, $6.15 per case.

Molasses Prices Show Revision

Toronto.

MOLASSES, SYRUPS.—A revision in prices applying on molasses is under way, which will result in a reduction of 10c per case in Gingerbread, while

Domoleo shows no change. West India molasses has recorded a substantial decline with prompt delivery from Halifax now possible. New figures to the trade are not yet available. Indications are that manufacturers in the United States who recently eliminated all sizes of containers smaller than 2½s have now, or will very soon, reinstate the smaller packages.

No change in the situation on syrups has been recorded, supplies being very good, the demand light and quotations steady.

Corn Syrups—		
Barrels, per lb.		0 07¼
Cases, 2-lb. tins, yellow, 2 doz. in case		4 80
Cases, 5-lb. tins, yellow, 1 doz. in case		5 40
Cases, 10-lb. tins, yellow, ½ doz. in case		5 10
Cases, 2-lb. tins, white, 2 doz. in case		5 30
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, ½ doz. in case		5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	5 50
Tins, 3-lb., baking grade, case of 2 doz.	....	7 40
Tins, 5-lb., baking grade, case of 1 doz.	....	....
Tins, 10-lb., baking grade, case of ⅞ doz.	....	....
West Indies, 1½, 48s	....	6 95

Canned Goods Show Steadiness

Toronto.

CANNED GOODS.—There has been nothing new developed this week in respect to canned goods. Prices are steadily maintained on all lines. Whale steak is being offered on this market, 1s tins, flat, 15 oz. net, in cases of 4 dozen being quoted at $1.75 dozen in full case lots.

Still no Prunes; Dates Arrive

Toronto.

DRIED FRUITS.—The release of many lines of food stuffs by the United States did not result in the release of prunes and peaches as a rather indefinite announcement late last week would lead one to believe. The Canadian trade are still waiting and there seems little hope of any coming. A car of dates arrived in the city this week and distribution to the trade has already been pretty well effected.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	....	0 43
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, 1½ cs. lb.	....	0 26
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats. lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s	....	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	....	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	....	0 16
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatels, floated, 50s	....	0 14
Spanish, Connoisseurs, ¼ boxes	....	2 00

Teas to go Overseas From America?

Toronto.

TEAS.—There is still uncertainty as to what may develop in regard to teas. It is said that six ships now carrying cargoes to America will carry tea back to European points, and if this is the case, the situation in spot stocks will be that much improved. Heavy stocks of undesirable teas for trade here are on American markets and these may be reduced by export movement.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Strong In Futures

Toronto.

COFFEES.—Trading in futures is again permitted and the New York markets show a decidedly strong position in futures as well as spot deliveries. Sales are well maintained locally and stocks considered fair.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Unchanged Here

Toronto

SPICES.—The situation locally shows no change this week. Spices generally are somewhat quiet, a seasonable condition, and little activity is expected for a couple of weeks.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 35
Carraway seed, whole	0 90	1 00
Tumeric	....	0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	6 75	6 80
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Nut Markets Abroad Strong

Toronto.

NUTS.—Cables received convey the information that almonds and filberts are advancing. It is further intimated that supplies of new crop walnuts from France may have to await 1919 crop, as present crop was rather a poor one and may well be absorbed at European points. Peanuts have registered a decline this week.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 20	0 23
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 21	0 25
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Market on Beans Quiet

Toronto.

BEANS.—Ther is little to report in the situation on beans. Supplies are good, demand small and prices unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	....	7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotenashi, per bush.	....	7 00
Rangoons, per bushel	....	6 00
Limas, per pound	0 17½	

Rice Stiffens; Sales Fair

Toronto.

RICES.—A little stiffer feeling is noticeable in some quarters in rice, XX China being quoted at $9.50 per 100 pounds, or an advance of 50c. Supplies generally are considered very good and the demand fair.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 [illegible]
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50

Continued from page 67

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., December 30.—In all wholesale lines the report is of a splendid year's business with the largest Christmas trade in the history of the city. This is especially true of the fancy groceries immemorially associated with Christmas. Most dealers anticipated this and there were few shortages, but the oranges that arrived for the Christmas trade were of only medium quality. Japanese oranges were scarce and reached the highest price on record, $1.10 for small box. Fancy imported vegetables: green peas, beans, artichokes, etc., were well cleaned up. Butter 54c. Eggs 75c. Potatoes $42; for best cheese, Ontario, 31c.

Sugar, pure cane, gran., 100 lbs.	....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots	....	10 80
Rice, Siam, No. 1, per ton	....	4 20
Do., Siam, No. 2	1 85	1 90
Rice, China, 44 lb. mats, No. 1	1 90	1 95
Do., No. 2	1 75	1 89
Beans Japanese, per lb.	0 10	0 12
Beans, B.C., white	0 14½	0 15
Potatoes, per ton	....	....
Potatoes, lowland	35 00	....
Potatoes, ashcroft	....	42 00
Lard, pure, in 400-lb. tierces, lb.	....	0 34½
Lard compound	....	0 26¼
Butter, fresh made creamery, lb.	....	0 54
Cheese, Canadian	....	0 31
Margarine	....	0 35¾
Eggs, new-laid, in cartons, doz.	....	0 75
Do., storage	....	0 62
New Cal. figs, 70 4-oz. pkgs.	....	5 25
Almonds	....	0 30
Brazils	....	0 30
Filberts	....	0 30
Cal. Walnuts	....	0 30
Cal. Walnuts, No. 2	....	0 25
Walnuts, Manchurian	....	0 25
Peanuts	....	0 25
Charge for roasting, per sack	....	1 00
Oranges, box	....	16 00
Oranges, Japanese, small, box	....	1 10
Lemons	....	14 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., December 30.—Flour has dropped 20c barrel; farina or wheatlets in bulk makes the same decline. Cooked hams are up 1c and certain cuts of smoked meats made slight advance. Lever's Castile soap has gone about 90c case higher. All bulk spices are firm and advances have been made in some quarters. To-day storage eggs took another jump and are now $16.50 and $17. Quotations on large Ontario cheese $27.50 to $29.50.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	....	14 00
Flour, 98s, per bbl.	....	10 70
Rye flour, 49s, per bbl.	....	10 60
Cornmeal, 24s, per bbl.	....	11 00
Rolled oats, 80s	4 40	4 50
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	4 10
Tapioca, lb.	....	0 14
Sago, lb.	....	0 14
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	27 50	29 50
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	19 80
Eggs, new-laid, case	....	18 00
Eggs, No. 1 storage, case	16 50	17 00
Candied peel, lemon, lb.	....	0 34½
Do., orange, lb.	....	0 36½
Do., citron, lb.	....	0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	....	3 50
Apples, gals., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	8 10	8 50
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 18
25s, lb.	....	0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	....	18 50
Potatoes, per ton	....	33 00
Oranges, navels	5 50	7 50
Oranges, Florida	....	....
Lemons, case	7 50	8 00
Grapefruit	5 50	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., December 30.—Business is quiet while stock-taking is in progress and affairs are being straightened for the new year. The past year was a most satisfactory one, and while caution is displayed in buying there is a feeling of confidence regarding prospects for the coming year. The majority of changes in the market this week are reductions. Cornmeal, granulated, $6.50 to $6.75. Sugar granulated, $10.25 to $10.30; yellow, $9.75 to $9.80. Creamery butter higher, 50c to 52c. Potatoes dropped $3 to $3.25. Onions advanced $2.10 to $2.25. Lemons $6.50 to $7. Florida oranges 6 to $7. Grapefruit $6 to $7. Siam rice, per 100 lower, $9 to $9.10.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 65	3 75
Rice, Siam, per 100	9 00	9 10
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.	....	0 70
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	59 00	65 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	1 40
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 90
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	6 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 10	2 25
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	8 50
Oranges, Florida	6 00	7 00
Grapefruit, case	6 00	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	3 00

PRICE FOR SALMON PACK FIXED

The War Purchasing Commission of the British Ministry of Food, which commandeered the British Columbia salmon pack has set the price per case as follows:

Sockeyes—Talls, $14.50; one pound flats, $15; half pound flats, $16; one pound ovals, $16; half pound ovals, $17.50.

Red Springs—One pound talls, $13; one pound flats, $13.35; half pound flats, $14; one pound ovals, $14.

Cohoes—One pound talls, $11.50; one pound flats, $12; half pound flats, $15.

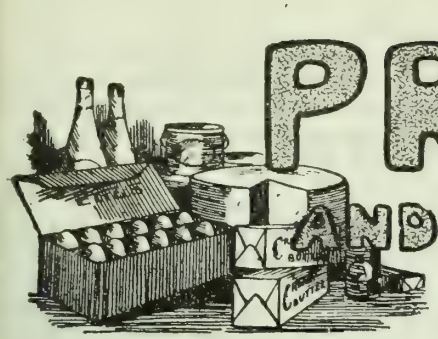
Pinks—One pound talls, $8; one pound flats, $8.25; and one half pound flats, $9.50.

The total payment made by the British Ministry of Food has not yet been computed, but it is stated to be more than $9,000,000, of which the cannery men have received more than half as first payment, while the balance will be forthcoming at once.

The settlement of the prices on the 1918 salmon pack and the payment therefore will relieve the financial stress being felt for the past two months by the British Columbia canners on account of the holding up of salmon export awaiting the establishment of a settling price.

T. H. ESTABROOKS RECEIVES EXPRESSION OF GOODWILL FOR VICTORY LOAN EFFORTS

His work as president of provincial Victory Loan committee for New Brunswick, which was in a large measure responsible for the splendid success achieved in the most recent campaign, was recognized in a tangible form on Christmas even when T. H. Eastbrooks, of T. H. Estabrooks, Ltd., St. John, received from the bond men of the city a handsome silver cigar box with an address in which was expressed their appreciation of his efforts.



PRODUCE AND PROVISIONS

Meat Trade Off Business Street

While Carrying Provisions, Meat Sales Form 95% Turnover—Angling Pathway of Pedestrians Brings Trade to This Store Situated Off Main Thoroughfare —Power Machinery For Making Sausage

NINETY-FIVE per cent. of the trade coming to the Burnside market, Ontario Street West, Montreal, is for the fresh and cured meats that are sold. Provisions, fruits, vegetables and fish are all stocked and these may be had as readily and promptly as the fresh-killed beef, pork and lamb which are carried in good supply. The fact that so large a portion of the business done is confined to meat is an argument for the serious grocer to consider. Can he handle meat of the fresh variety successfully and is there logical argument to support the wisdom of making this a regular line?

If competition was keen before the war and even during its progress, it may safely be assumed that it will be the keener now. As the readjustment of retail business conditions evolves a new order of things, the future will very probably establish the old truism more than ever that the fittest will survive. The test will come very surely; and the only question will be, is the grocer ready for it?

A Peculiar Location

The Burnside market is located one good block from St. Catherine Street, the busiest and best retail section of Montreal. And, strange to relate, there are no stores on this part of the street to speak of, the few existing on Ontario Street at this section of the city being of a very small nature and catering to a decidedly limited trade. But this fact has not militated against a splendid business being developed for the Burnside market. The out-of-the-way situation has really proved the wisdom of its selection, and thus obtaining a reasonable rental. And since the business has been conducted for the past five years—most of the period being within the great war limits—it is very interesting to learn how the trade was developed and why the location is a good one.

Family Trade Here

In speaking with the owner, W. F. Sinclair, CANADIAN GROCER was informed that the store's trade was that of a family nature. True, there are some apartment blocks in the vicinity and some trade comes from the occupants. But a great deal of the business comes from pedestrians passing homeward from their work in the heart of the great city. In other words, there are many workers who "cut though" from St. Catherine Street on their way to Outremont, a large and thickly-populated residential section of Greater Montreal. If they walked down to the corner of St. Catherine and Bleury Streets this would take longer. In passing up University or Union Avenue they find a well-stocked provision store in their direct pathway, and from these folk a large amount of business comes. The worker hurrying home may be served with his wants readily and here get the best meats with the minimum of delay and at the best possible prices.

A Real Service This

When the special representative of CANADIAN GROCER called in the morning the proprietor and his staff were all busy. Fresh meat was then being added to the stock and a goodly number of customers were coming and going. When he returned later in the day, expecting a lull in business, the rush was still on. But he had time for observation and this proved that the outstanding policy of the market, or one of them, was that of giving to each customer a very close and attentive service, prompt and efficient; it spoke volumes. From the owner down, each of the three additional clerks were as eager to give the same undivided attention to the public as was Mr. Sinclair himself. Such a service could not fail to please. It would be a big factor in making a permanent patron of each new buyer, and this is why the business has shown a steady growth and a satisfactory development. Good service has been the big feature sadly lacking in many a store otherwise excellent in its various appointments.

A notable fact worthy of mention is that the Burnside Market has a floor space of approximately 250 to 275 square feet. Within this very circumscribed area four clerks on ordinary days and six on Saturdays are able to serve the large number of patrons that have been getting their needs here. It speaks well for the store policy of prompt, efficient service to all.

Power Machinery for Sausage

"Give me two pounds more of that sausage like I bought last night."

"Why, was it good?"

"You're right it was good."

This conversation passed between a new customer, who stepped in while the writer was there, and the clerk coming forward to serve him. The elderly customer was a retired farmer who had been looking for good sausage, it afterward developed, and who had been disappointed up to this time in his quest. What do you make it of?"

"We use power machinery to make this sausage," said Mr. Sinclair, "and here," taking the customer to the refrigeration compartment, "is the class of meat we use." He pointed to a prime hog, fresh and attractive as any that would go on the block for cutting into chops or roasts.

Mr. Sinclair told CANADIAN GROCER that time is money, as he figures it, and even though this installation of machinery has cost many hundreds of dollars it is cheaper to let electric motors do the hard work than to engage in the old-time back-breaking operation of turning a crank all day. Besides, if need be, many hundreds of pounds of sausage can be prepared in an hour's time. Speed counts for much, and as the sausage are made in a separate building nearby there is no interference with the serving of customers at the store.

Cash Business Too

Asked as to whether any credit was given, Mr. Sinclair replied that all business done, practically, was on a cash basis. There were a few customers to whom a 30-day credit was given and these were as good as cash for their cheques came through a few days after the first of each month. It was best to get the cash, he stated, and this is something that ought always to be demanded for meat.

It developed that the better cuts and grades of meat were in most active de-

mand. This seemed to be a general thing, for all meat is expensive and the average customer would rather pay a little more and secure prime beef or pork or lamb, as the case might be. Most people wanted meat ready for the oven or the frying pan, not wishing to spend time in preparing it at home. In the majority of cases they were ready and willing to pay for the better grade and little objection was made as to the price. All knew that meats were produced these days and sold under high production costs.

Fish, Vegetables, Provisions

Of course a stock of the better varieties of canned fish and vegetables is carried and these are neatly displayed. One of the features of the store is that of cleanliness, and this is important. The woman buying meat and the like will do so the more readily if it is kept clean and wholesome.

While fresh fish are carried, smoked and cured fillets are also sold and the extra service of cleaning and dressing fish is given. It pleases the customer and when a fish is dressed for the baking pan or the fry pan there are few customers who will not return for more.

Fresh vegetables and fruits are available in season for those wishing them.

AN EXCUSE FOR HIGH FISH PRICE

There are people who can see no reason why fish should have shown any increase in price owing to the war. To these people the following comparison of costs, before the war and now, to prove that the present high prices of fish are justified:—

Before the War	
Cost of vessels	$10,000 to $15,000
Cost of sails	$700 to $800
Cost of gear	$3.50 per tub
Cost of ice	$2 to $3 per cwt.
Cost of provisions	$200 per trip
Now.	
Cost of vessels	$20,000 to $30,000
Cost of sails	$1,600 to $1,700
Cost of gear	$11 to $12 per tub
Cost of ice	$4 per cwt.
Cost of provisions	$400 per trip

These figures are based on the expenses of a large fishing schooner. They show that not only the cost of the vessel, but her everyday expenses for gear, ice and food have doubled.

It costs the fisherman more to fish. It also costs him more to support his family ashore, at least twice as much as before the war.

CANADIAN PRODUCE ASSOCIATION TO CONVENE IN TORONTO

The seventh annual convention of the Canadian Produce Association will be held in Toronto on Tuesday and Wednesday, February 11th and 12th, 1919. Arrangements have been completed to hold the meetings and banquet in the King Edward Hotel.

Committees in charge have been appointed as follows:—

Programme Committee—R. J. McLean, J. S. Porter, I. W. Steinhoff, F. F. White, J. A. McFeeters.

Banquet and Entertainment Committee—J. T. Madden, E. R. Raney, J. H. Ham, H. B. Clemes.

Reception Committee—John A. Gunn, R. B. Bond, Mr. Greer, A. E. Bailey, R. Whyte, A. E. Silverwood, Geo. Kent, M. P. Mallon, Mr. Maggard, R. J. McLean, W. T. McDonnell, J. W. Atherton, J. A. McLean, A. R. Willard.

Finance Committee.—F. F. White, H. B Clemes, I. W. Steinhoff, R. B. Bond, J. T. Madden.

Transportation Committee.—Mr. Atherton, Mr. Lush, Mr. Waldrop.

Special efforts are being made by the Toronto members to make this "Victory and Peace" convention a real one, particularly in the entertainment of the out-of-town members and guests, therefore you are urged to be present and help make this the best yet.

CANADA WILL FOLLOW UNITED STATES

OTTAWA, December 30.—Special.—The staff of the Food Board is pretty well dispersed for the Christmas and New Year holidays, and Mr. Thomson has gone to Victoria. No announcements of any changes in regard to food restriction need, therefore, be expected for a few days, but some will come very soon after the holiday. The United States has released a number of things on the export and import conservation list, such as rice, flour, tapioca and some animal fats and oils. Immediately after New Year's there is likely to be an announcement linking the work of Canada with that of the United States. Only these things on the conservation list that are absolutely necessary will be retained. On the 23rd our neighbors released barley, malt, canned salmon, chocolate, cocoa, corn starch and molasses. The release of all vegetable oils is expected immediately, so far as the Western Hemisphere is concerned. With the exception of a very few articles very soon pre-war trade conditions between Canada and the States will be resumed. Wheat and wheat flour will likely be the last things from which restrictions will be removed. The United States has removed all restrictions even on war brands of flour, and is allowing the millers to make patents, and this may mean that Canada will have to follow suit; but it will likely be some time hence.

So far as Europe is concerned it is expected that nothing will be done until after the conference. It is expected that trade thereafter will be handled by a commission which will buy and distribute all foodstuffs, first to Allies, then to neutrals, and what is left will be divided among the enemy. No restrictions of any kind have been removed so far as Europe is concerned. The opinion seems to be that export control must be kept up for some time, in order that an equitable distribution may be made; it would not be fair to allow enemies or neutrals to come in and buy, and unless export control is maintained that would be not improbable.

MALT EMBARGO LIFTED

The embargo on malt shipments has been removed by the Canada Food Board, and the export and import department now favorably consider application to export malt to the United States, Mexico, Central and South America, Cuba, the West Indies, Newfoundland and Japan.

ONTARIO EGG HOLDINGS ABOUT NORMAL

The following is a record of Ontario stocks of eggs in storage Dec. 1. The figures include Toronto:

	Dec. 1st, 1918	Dec. 1st, 1917	Nov. 1st, 1917
	29 houses	27 houses	29 houses
Fresh	674 c/s	783 c s	2,106 c s
Storage	47,030 c/s	47,200 c s	89,617 c s

November movement, 42,587 c/s.

LOWER FLOUR AND HIGHER FEEDS A NEARBY PROSPECT?

THE removal of trading restrictions in wheat flour and feeds by the United States Government has resulted in a marked change in the relation of these two commodities. Briefly, flour is somewhat lower and feeds have registered substantial increases.

The situation as it stands to-day would indicate that there is a tremendous demand for mill feeds and a marked scarcity. Prices in the United States on feeds have advanced from $15 to $18 per ton. Were the restrictions in Canada removed, what might be expected?

Millers indicate that they have been offered on the Boston market $17 per ton more than they can secure at Montreal. The freight rate is the same. Were they able to ship to Boston then it is not hard to estimate that Canadian prices would show a marked increase, too.

This raises a nice point here for the grocer, however. It is estimated that were the Food Board to remove the lid from trading in wheat and its products and it was possible to secure an advance for the offal or feeds of $17 per ton, that it would then be possible to reduce the price of flour probably 50c per barrel. And that 50c per barrel would, it is thought, look awfully good to the dealer.

Opinions generally are favorable to the Food Board's activities being curtailed materially. Many restrictions have already been lifted and it would seem that the trade should be able to work out its own salvation now without interference. The need of the Food Board would seem to be at an end and an early dissolution of this body will be welcomed. In the case of flour there is no export demand at the present time and no certainty seems to exist as to when the Wheat Export Co. will be a buyer. It doesn't seem probable they will buy Canadian flour at a price higher than that milled in the United States, and the millers to the south now have a distinct advantage with open trading permissible. Steps must be taken in Canada to remove difficulties of trading and to assure Canadian industry its rightful opportunities in the markets of the world.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 31.—Among the features of the provision markets this week is that of a manifest weakening of the undertone for lard. Prices are easy, and it seems probable may decline shortly, the supplies accumulating being large, and much greater than the demand can absorb. Margarine is quiet.

Butter markets are steady and active, while eggs are also held. The supply of new-laids has been freer, and some look for a slight reduction of price, notwithstanding the reported firmness in other centres.

Poultry has been steady and firm, and much is now going into storage. Turkeys are somewhat scarcer this week, but there is ample supply of geese, ducks, etc. Of much interest is the suggestion of a large fish dealer that prices are due for a lower basis, supplies being large of various varieties.

Hogs Firmer, May Advance More

Montreal.

PROVISIONS. — Notwithstanding the condition of the outside market prices have firmed at Montreal and it is expected that the New Year week will see $19 paid for abattoir stock, and that even this may be a low basis. Prices to-day are $18.75 and a load or so was disposed of at $19 per cwt. Dressed abattoir stock is selling at $25.50 to $26 and this price is firm.

Provisions have been steady for the week and few changes have been made. The sale of bacon and hams has continued steady and active.

Hogs, Dressed—		
Abattoir killed, small	25 00	....
Do., heavy, 225-275 lbs.	....	24 50
Hogs (country dressed)	22 00	22 50
Hogs, live	18 25	18 50
Hams—		
Medium, smoked, per lb.— (Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	....	0 54
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$56 00
Clear fat backs (bbl.)	....	58 00
Short cut clear pork (bbl.)	....	56 00
Heavy mess pork (bbl.)	....	53 00
Bean pork (bbl.)	....	52 00

Lard Supplies Heavy, Signs of Weakness

Montreal.

LARD.—With large supplies of lard in dealer's hands here the undertone has softened somewhat and tierce price is as low as 30½c per pound. Some are not marking prices down but the tendency is towards a revision downward, and in an effort to induce sales there will very probably be some shading.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 30½	0 32
Tubs, 50 lbs.	0 31¼	0 32½
Pails, 20 lbs., per lb.	0 31½	0 32¾
Bricks, 1 lb., per lb.	0 32½	0 34

Shortening Steady On Held Basis

Montreal.

SHORTENING.—In view of the fact that shortening is in better demand than lard, the basis has held steady. Sales are satisfactorily maintained on a quite even basis and supplies are sufficiently ample to care for the trade's needs.

Shortening—		
Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27¼
Pails, 20 lbs., per lb.	0 27¼	0 27½
Bricks, 1 lb., per lb.	0 28½	0 28¾

Limited Interest in Margarine; Unchanged

Montreal.

MARGARINE.—Whether it is because the Canadian housewife has not yet become aware of its advantages fully, margarine is in light demand here. One large produce dealer sold about 9,000 pounds in a round lot lately, but this is unusual. The market is without change and dealers would appreciate a revival of buying.

Margarine—		
Prints, according to quality, lb.	0 34	0 35
Tubs, according to quality, lb.	....	0 30

Butter Supply Good, Full Prices Hold

Montreal.

BUTTER. — Latest reports indicate that stocks here of best butter are quite up to the average. It is noted that production last year was quite equal to average consumption. Storage butter has been held in the very best of condition under storage treatment and while some prefer fresh-made variety, it is stated that the storage grades of June make are superior. Prices are steady and firm.

Butter—		
Creamery prints (storage)	0 52	0 53
Creamery solids (storage)	0 51	0 52
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Cheese is Moving, Basis Very Firm

Montreal.

CHEESE. — The market is steady and quite active. The big selling season has now arrived and the trade are finding many buyers for regular supplies. The undertone continues active and the price basis is unchanged.

Cheese—		
Large, per lb.	....	$0 28
Twins, per lb.	....	0 28¼
Triplets, per lb.	0 27½	0 28
Stilton, per lb.	....	0 30
Fancy, old cheese, per lb.	0 29	0 30

Small Surplus New Laids; Eggs Steady

Montreal.

EGGS.—Notwithstanding reports to the contrary new-laid eggs have been coming to hand in fair supply. One produce dealer who has received steady shipments for a few weeks, stated to CANADIAN GROCER that a small surplus was now available. This indicates clearly that the situation has improved somewhat, and in view of reports from Western Canada that prices were soaring, this is an interesting feature. Demand is continuing steady.

New-laids	0 75	0 80
Selects	0 54	0 55
No. 1	0 50	0 51
No. 2	....	0 47

Turkeys Scarcer; Supply Accumulating

Montreal.

POULTRY. — Although reports have indicated a scarcity of poultry the only evidence of this appears to be with regard to turkeys. They are in shorter supply this week and the holiday trade has been fair, absorbing quite a lot of birds. Geese are steady and in fair supply, as are also ducks. It is interesting to note that some produce men are now laying in supplies against the regular trade demand after the holidays. Storage stock is, therefore, accumulating in fair quantities.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 40
DUCKS—	
Brome Lake	0 47
Young Domestic	0 38
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36

Fish May Be Lower, Supplies Are Large

Montreal.

FISH.—That fish may rule on an easier basis is the opinion of a large dealer here. Stocks are quite large of many varieties, and the producer will require to meet the conditions essential to a readjustment of his values. This will come gradually, of course, and large declines at a given time are not suggested.

For the week there has been a fair amount of trading and prices are without change.

FRESH FISH

Haddock	0 10	0 12
Steak Cod	0 11	0 13
Market Cod	0 08	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 50	0 55

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 22	0 23
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 11½	0 13½
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	....	0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.	....	5 00
Lake Herrings, bag, 100 lbs.	....	7 00
Alewives	0 07½	0 08

SMOKED FISH

Haddies, 15 and 30 lb. boxes	....	0 16
Finnets, 15-lb boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25
Kippered Herrings, large, a box	0 40	2 50
Kippered Herrings	0 50	3 25
Medium Smoked Herrings, box each	....	0 25

SALTED FISH

Codfish	
Codfish, large brl., 200 lbs.	$22 00
Codfish, No. 1, medium, brl., 200 lbs.	21 00
Codfish, No. 2, 200 lb. barrel	19 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes) lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Codfish (boneless) (2-lb. size)	0 23
Codfish, Shredded (12 lbs. 24 pkgs.)	2 50
Pickled Fish	
Herrings (Scotia) barrel	14 50
Herrings (Scotia) ½ barrel	7 50
Salmon, Labrador (300-lb. tierces)	38 00
Salmon, Labrador (200 lbs.)	28 00
Sea Trout, Red (200 lb. barrels)	25 00
Turbot (200 lb. barrels)	18 00
Salmon, B.C. (200 lb. barrels)	26 00
Codfish tongues and sounds (lb.)	0 15
Eels, lb.	0 16
Oysters	
Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 25
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
Sundries	
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ¼ per 100	1 75
Paper Oyster Pails, 1/16 per 100	1 25
Spiced Pigs' Feet, a dozen	0 75
Spiced Lamb Tongues, a dozen	0 75
Hard Shell Crabs, 1¼ to 1½ each	0 20
Display package, for Oysters, each	6 00
Display package, for Fish, each	10 00

ONTARIO MARKETS

TORONTO, Dec. 31.—A lowering of prices on geese and turkeys, with a somewhat easier feeling in other lines of poultry, was one of the main factors in the produce markets this week. New-laid eggs seem to be in slightly better supply, but not sufficiently so to influence the price. A little stiffer feeling in sea herring is noted, with supplies of all lines very good and demand keeping up quite well.

Little Change Made in Meats

Toronto.

PROVISIONS.—The market rules with comparative calm. Live hogs are quite firm and indications seem to be that the $18 price per cwt., fed and watered basis, will carry through the work into the new year. In meats there has been no change though some slight revision to lower levels seems possible on barrel pork, which is quiet. In the majority of items, however a steady market seems the prospect.

Hams		
Medium	....	0 40
Large, per lb.	0 33	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	....	0 46
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	....	0 43
Roll, per lb.	....	0 31
Wiltshire (smoked sides), lb	....	0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	....	0 30
Do., aver. 70-100, lb.	....	0 28
Fat backs	....	0 30
Cooked Meats—		
Hams, boiled, per lb.	....	0 51
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	....	47 00
Short cut backs, bbl., 100 lbs.	....	56 00
Pickled rolls, bbl., 200 lbs.	54 00	57 00
Hogs—		
Dressed, 70-100 lbs., weight	....	26 50
Live, off cars	....	18 25
Live, fed and watered	....	18 00

Nothing Doing in Lard Situation

Toronto.

LARD. — The sign "nothing doing" seems to be hanging out in this market and as a result there is nothing to tell the trade. The price is unchanged. The movement very light.

In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Holds at Steady Levels

Toronto.

SHORTENING.—The market rules at steady and unchanged levels. The demand is small and little is expected to move for another week or two.

Shortening tierces, 400 lbs., lb., $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¾-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Butter Holds in Firm Position

Toronto.

BUTTER.—The market holds in a firm position. There is a very good demand in evidence with supplies of fresh made creamery none too good. The movement of storage butter is active and supplies ample.

Butter		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	..
Creamery solids (fresh made)	0 54	..
Dairy prints, fresh separator, lb.	0 50	0 52
Dairy prints, No. 1, lb.	....	0 48

Margarine is Generally Slow

Toronto.

MARGARINE. — Sales of margarine continue along rather quiet lines. Prices have held at steady and unchanged levels with ample stocks available to draw from.

Margarine—		
1-lb. prints, No. 1	$0 33	$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Better Supplies Eggs Coming

Toronto.

EGGS.—Better supplies of eggs are coming along and this is expected to be the report from now on. This is not pronounced enough as yet to influence prices. Storage stocks are none too heavy. A good trade is reported in all lines.

Eggs—		
New-laids, in cartons, doz.	0 75	0 78
Storage, extras	0 58	0 60
Storage, No. 1, doz.	....	0 55
Splits and No. 2, doz.	0 45	0 47

Small Stocks of Cheese; Firm

Toronto.

CHEESE. — Reports indicate that stocks of cheese are small and further export business may very probably result in a marked scarcity developing. The market consequently is very firm though unchanged.

Cheese—		
New, large	0 28½	0 29
Stilton (new)	....	0 32

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Geese, Turkeys Lower; Sales Good

Toronto.

POULTRY. — Substantially lower prices have been recorded in buying prices on geese and young turkeys and a gradual easing away in all lines seems at hand. The demand in all lines for holiday trade has been very good and supplies well equal to the requirements of the trade.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$....-$0 25	$....-$0 30
Geese, lb.	....- 0 15	....- 0 20
Turkeys, old lb.	0 28-	....- 0 32
Do., young, lb	....- 0 30	....- 0 36
Roosters, lb.	....- 0	.... 0 24
Fowl, 4 to 5 lbs., lb.	0 19-	0 22- 0 24
Fowl, over 5 lbs., lb.	....- 0 23	0 24- 0 26
Fowl, under 4 lbs., lb.	0 17-	0 20- 0 22
Chickens, under 5 lbs., lb.	0 20-	0 26- ....
Chickens, over 5 lbs., lb.	0 23-	0 26- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

		Dressed
Hens, light	$0 28	....
Do., heavy	0 33	....
Chickens, spring	0 33	....
Ducks	....	0 34
Turkeys	....	0 45
Geese	....	0 28

Sea Herring Up ½c; Steady Demand

Toronto.

FISH.—An advance of ½c per pound is recorded in sea herring, making prices to-day 8½c to 9c. The balance of the list shows no quotable change with supplies very good and a steadily maintained demand.

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	....	0 10
Bloaters, 50 Count, box	....	2 25
Cod, smoked, lb.	....	0 12
Ciscoes, lb.	....	0 17
Haddies, chicken	....	0 12
Do., fillets, lb.	....	0 18
Do., Finnan, lb.	....	0 15
Herring, Kippered, box	1 75	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07½	0 08
Haddock, headless, lb.	0 08	0 08½
Do., heads on, lb.	0 09	0 09½
Do., small, lb.	0 08	0 08½
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21½	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 08½	0 09
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	....	0 12
Do., No. 1, lb.	....	0 18
Do., Extra, lb.	....	0 26
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 06	0 06½
Pickerel, lb.	0 15	0 15½
Pike, round, lb.	0 09	0 09½
Trout, lb.	0 16	0 17
Tulibees, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 16
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	....	$6 50
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Do., Halifax Shredded, box	....	2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	....	3 50
Mackerel, salt, 20-lb. kit	4 25	4 50
Quail on Toast, 24 1-lb. tablets, case	....	3 75
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 50s & 100s, lb.	0 15	0 16
Sea Trout, keg	....	12 00
OYSTERS, No. 3 size package	....	9 50
Do., No. 5 size package	....	15 50
Do., per gallon	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

WEEKLY MARKET REPORT

Continued from page 61

Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Steady Market in Package Goods

Toronto.

PACKAGE GOODS.—A steady market is noted in practically all lines of package goods. Roman meal shows an advance in some quarters, being quoted at $3.30 dozen.

PACKAGE GOODS		
Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	....	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, dozen	....	1 45

Honey Quiet; Syrup, Too

Toronto.

HONEY, MAPLE SYRUP.—The demand for honey is small, very little moving to the trade. There seems to be lots of honey, but dealers show little buying interest. Maple syrup is unchanged with only a limited demand in evidence.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 30
10-lb. tins	0 28	0 30
60-lb. tins	0 27	0 28½
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Firmer; Boxed Apples, Too

Toronto.

FRUITS.—A somewhat firmer feeling is noticeable in oranges, both at primary points and locally, the advance amounting to about 25c. Box apples are showing considerable strength at primary points, export demand being a factor to shove prices up 15c to 25c box Cargo of Messina lemons has arrived at New York and early sales show these going at prices from 75c to $1.00 higher than California, which have weakened somewhat. Florida strawberries have arrived on this market and are being quoted at $1.00 per box.

Apples—		
11-qt. basket	0 30	0 50
Do., B.C., McIntosh Reds, box	....	3 00
Do., B.C. Jonathans, box	3 00	3 50
Do., Rome Beauty, box	3 25	3 50
Do., Winesaps, box	....	3 25
Do., Spys, box	2 00	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box	2 00	2 25

Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	6 00-	5 50-	....
Baldwins	6 00-	5 50-	4 00
Spys	7 50-	6 00-	4 50
Russets	6 00-	5 50-	....

	No. 1	No. 2
Tolman Sweets	6 00	5 00
Bananas, per lb.	0 06	0 07
Grapes—		
Do., Malagas, bbl.	....	15 00
Grapefruit—		
Florida, 46s	5 00	....
Do., 54s, 64s	5 00	5 50
Do., 70s, 80s, 96s, 100s	5 50	6 00
Oranges—		
Florida, 126s	4 75	5 50
Do., 150s	4 75	5 50
Do., 176s, 200s, 216s	4 75	5 50
Florida Tangerines, all sizes, ½ box	3 50	4 00
California navels, 100s	....	5 00
Do., 126s	....	5 50
Do., 150s	5 75	6 25
Do., 176s	6 00	7 00
Do., 200s, 216s, 250s, 288s	6 50	7 00
Lemons, Cal., case	4 00	5 00
Strawberries, Florida, box	....	1 00

California Celery; Cauliflower Arrive

Toronto.

VEGETABLES.—California celery arrived this week and is being quoted at $11.00 case. California cauliflower is also being offered in cases of about 2 dozen at $6.50 case. Potatoes show no change with supplies very good. No word of any Spanish onions being shipped is available as yet, and the trade generally don't look for any before next crop can be marketed after July-August.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Carrots, bag	0 75	1 00
Cauliflower, California, 246, case	....	6 50
Celery		
Do., Thedford, doz.	1 00	1 25
Do., California, case	....	11 00
Cucumbers, doz.	....	4 00
Endives, dozen	....	1 25
Lettuce, head, hamper	3 50	4 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case	....	2 75
Mushrooms, 3-lb. boxes	....	3 00
Onions, Can. Yellow, 100-lb. bag.	2 00	2 25
Do., green, Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	....	0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen	....	0 90
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 60	1 65
Do., N.B. Delawares, bag	1 85	2 00
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag	....	0 75

What is Future of Flour?

Toronto.

FLOUR.—The removal of the restrictions on flour and feed in the United States may presage a similar step here, and if so, feeds are expected to advance and flour may be somewhat lower. These have been the results in the markets to the south. The situation as a whole is reviewed elsewhere in this issue.

FLOUR Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Mill Feeds in U.S. Advance Sharply

Toronto.

MILL FEEDS.—The removal of the restrictions on feeds in the United States has resulted in an advance of from $15.00 to $18.00 per ton, and if similar action is taken here by the Food Board to relieve trade of restrictions, prices may be expected to jump. Chopped feeds are quite plentiful, but bran is reported particularly scarce.

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Cereals Rule at Unchanged Levels

Toronto.

CEREALS.—There has been no further change recorded in the situation on cereals this week. A somewhat firmer tone has developed in the oats market, which may mean advances if continued. Other lines are steady.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 75	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 15	5 50
Do., fancy yellow, 98s	4 65	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rolled Oats, 90s	4 65	5 00
Oatmeal, 98s	5 15	5 85
Potato Flour, lb.	....	0 18
Oat Flour	5 50	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07¼	0 09½
Blue peas, lb.	0 11	0 15

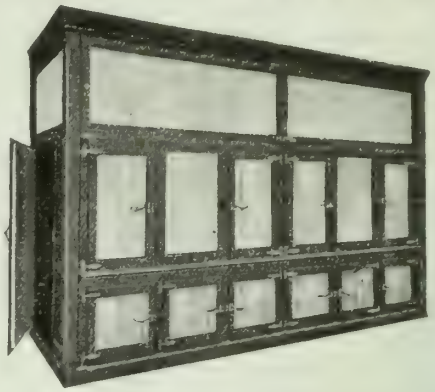
Above prices give range of quotations to the retail trade.

A New Year

We extend to you, our many friends in the trade, our sincere thanks for business done with you during the year that is now past and trust that the year that is to come may be both happy and prosperous.

F. W. Fearman Co.
LIMITED
Hamilton, Canada

FREEMAN'S
DRY AIR REFRIGERATOR



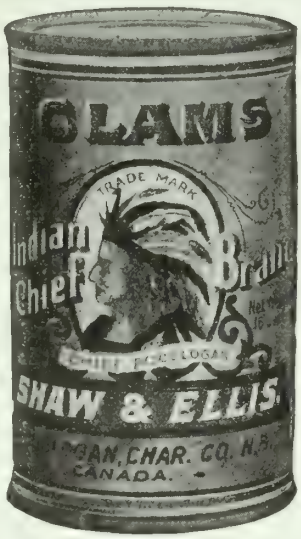
Don't wait until the last minute, plan your next summer's refrigerator wants now.

To give you greatest efficiency, your refrigerator must be built to specifications to suit your store. This takes longer than when shipping from stock, so we suggest that you order ahead to insure delivery on the date you desire.

Write for the Freeman Catalog. It illustrates the full Freeman line.

The W. A. Freeman Co., Limited
Hamilton, Canada

Branches at,
Toronto 114 York St. Montreal Winnipeg 208 McDermitt Ave



Your customers will appreciate a sensible and delicious meat substitute like

"INDIAN CHIEF" BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, Charlotte Co. N. B.

Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen **fresh eggs.** When collapsed will not take up any more room in a suit case than a traveller's order book.

A sure seller if you will buy it and show it.

A. B. SCOTT, LIMITED

NIAGARA FALLS, CANADA

Mention this Paper When Writing to Advertisers

Have a Larger Fish Trade

The demand for good wholesome fish is worth connecting with.

It is a steady demand and a stock of

BRUNSWICK BRAND SEA FOODS

will put you well on the road to a worth while share of this demand. Each and every Brunswick Brand line is prepared and packed conscientiously, the process guaranteeing the consumer a delicious, wholesome sea food with a delightful flavor.

Stock now from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Brothers

LIMITED

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603

Purity TABLE SALT

In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity

For table or dairy use there is no better salt—a fact good housewives are quick to appreciate

You'll get a good margin of profit on every sale of Purity

THE WESTERN SALT CO., LIMITED
COURTRIGHT ONT

RELEG

Pronounce "REAL EGG"

Just a three-quarter teaspoonful

Tell your customers how economical "RELEG" the genuine egg substitute is. How a three-quarter teaspoonful dissolved in a tablespoonful of hot water is equal to one egg for baking purposes.

Always recommend "RELEG"

RELEG COMPANY, REG'D

34 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLauchlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

The Trade Newspaper the Logical Medium for Your Advertising These Days

WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review	12	$35	$ 420
Men's Wear Review	12	30	360
Canadian Grocer	52	30	1,560
Hardware and Metal	52	30	1,560
Bookseller and Stationer	12	30	360
Sanitary Engineer	24	21	504

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

The MacLean Publishing Co,. Ltd., Toronto, Canada

Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.

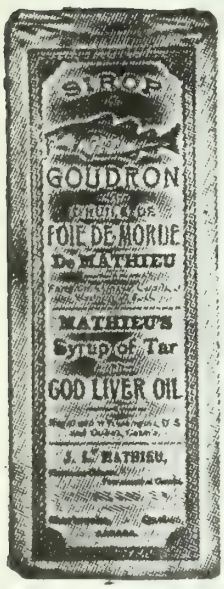
SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
The housewife fills the shakers direct from the vent at the top of the Sifto Salt Cartons. Very handy. Something a little better than the common run for table use.
SIFTO
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE
If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

Always in Demand!

Just now and during the cold weather to come — the demand for any Cod Liver Oil is, and will be, great.

But when getting in your supplies, remember Mathieu's Syrup of Tar and Cod Liver Oil.

It is a first rate body-builder and is recognized as a certain remedy for La Grippe and similar ailments.



Mathieu's Syrup of Tar and Cod Liver Oil--a splendid body builder.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE - QUEBEC

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 15
Plum	2 90
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 31

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 bixes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in boxe, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD., CONDENSED MILK

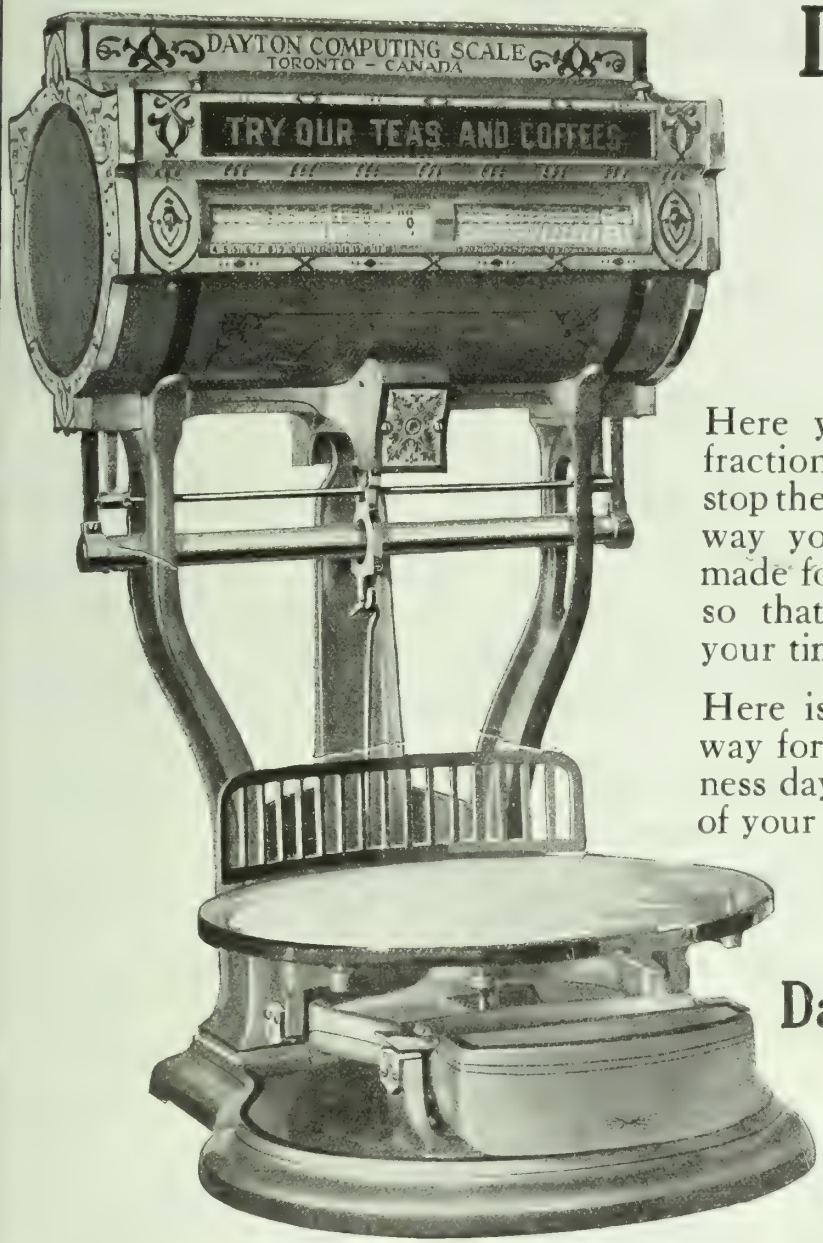
Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

GOING TO MAKE MONEY IN 1919?

You are going to try hard---well, here's one way to stop losing it

Look well to your weighings. Chances for scores of little leaks every day that cost you dear in a twelvemonth. Instal a



Dayton Automatic Scale

Here you get full credit for every fraction of every ounce. This way you stop the ruinous "down weights." This way you get your price calculations made for you instantly and accurately, so that your mind is kept clear and your time free for other things.

Here is certainly one big important way for you to save money every business day in the year, and for the rest of your business life.

Let us send you our latest Illustrated Catalogue

Dayton Automatic Scales

Royce and Campbell Avenues
TORONTO

Frank E. Mutton,
Vice-Pres. and Gen'l Manager

Division International Business Machines Co., Limited. Also Makers of International Time Recorders and Hollerith Tabulators.

Our Faith in Canada's Future

was well demonstrated during the four years of War that are now so successfully terminated. For when our big plant was destroyed by fire in 1916, we immediately started to re-build and we have now a plant bigger and better in every way than that which the fire destroyed.

> We realized that the growth of our business and Canada's after War development called for a plant complete and modern in every respect.

Every facility is here for the production of that standard of quality that has made the name "Quaker" a synonym of unimpeachable quality in Cereal Products.

For facilitating deliveries to the trade, we maintain splendidly equipped factories at London, Sudbury, Neepawa and Saskatoon.

THE QUAKER OATS COMPANY
PETERBOROUGH AND SASKATOON
CANADA

1919

Our boys are going out on their respective routes on Monday next and we assure you that they will be well equipped with values which will well repay you to give them your earnest attention. We will be hitting out for business right from the start and feel sure that we can make it profitable for you to hitch up with us for a run, when we will promise to make the connection a pleasant one and also make you feel like staying in the running with us.

H. P. ECKARDT & CO

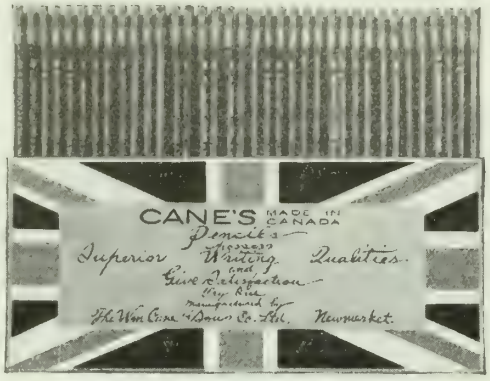
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

Canada Needed Canadian-Made Pencils

And Cane Has Supplied Them



The Canadian-made Pencil has come to stay! War necessity urged the production of a pencil here in Canada that would equal if not surpass the best imported.

Cane's Canadian-Made Pencils

fill the bill. They are selling well everywhere and pleasing well wherever sold.

Ask your wholesaler to send you a counter stand like the one here shown.

The Wm. Cane & Sons Co., Limited

Newmarket, Ontario

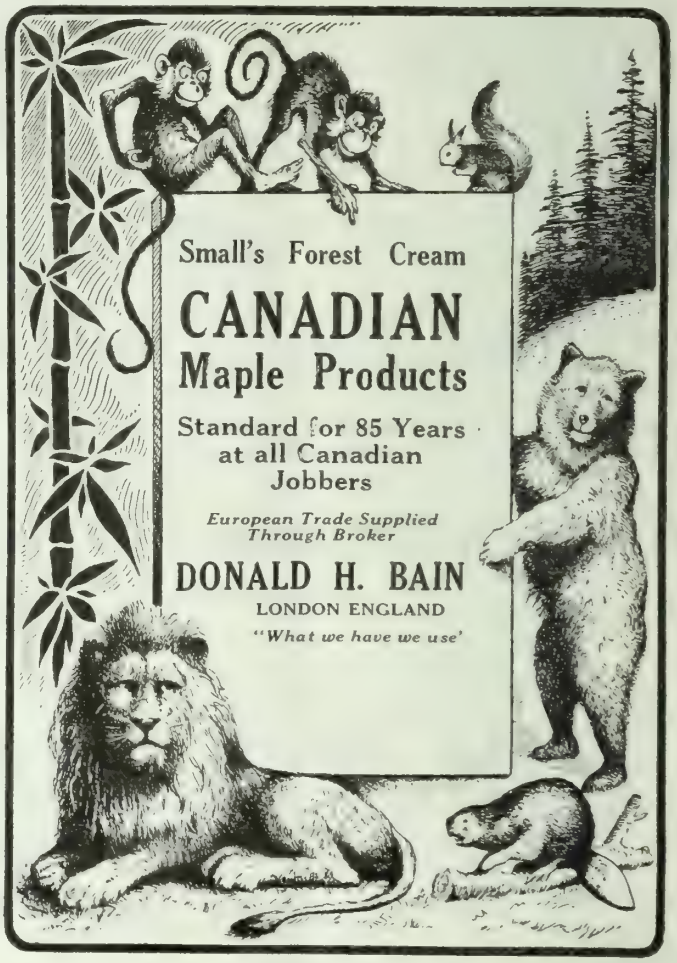
Is Sure To Please!

This soap will please the customer because of its sterling qualities.

And it will appeal to you because every sale brings you a handsome profit.

Guelph Soap Co.

Guelph, Ont.



Housewives Appreciate the Economy of St. Williams Preserves

Four years of war have taught every prudent housewife the value of such wholesome and economical lines as these. And as we enter the new era of peace and reconstruction, practical economy—particularly in food products—will continue to influence your customers' purchasing.

St. Williams Preserves

represent a decided money saving to every prudent housewife. Feature this fact in your displays. Remind her how economical these wholesome preserves are when the high cost of butter is considered.

And be sure you're well stocked.

St. Williams Fruit Preservers, Limited

SIMCOE and ST. WILLIAMS, ONT.

Distributors

MACLURE & LANGLEY, LIMITED

TORONTO :: :: WINNIPEG

"This Vol-peek has made my leaky pots and pans new again. It was good of my grocer to suggest it"

Earn the increased good-will and confidence of your customers by selling them a package or two of **Vol-Peek.**

Vol-Peek is a dandy little mending medium for making old, leaky household utensils good as new.

Mends all kinds of Pots, Pans, etc., of Graniteware, Copper, Brass, Aluminum, Tin, Enamelledware and Hollow-ware, is easily applied with the fingers and hardens in two minutes, makes a neutral and tasteless mend which will last a long time.

No tools. **Vol-Peek** mends quickly and easily and at a fractional cost—something like ½ a cent a mend.

You can sell lots of **Vol-Peek** and at a good profit. Order from your wholesaler or direct from us.

H. NAGLE & COMPANY
BOX 2024, MONTREAL

General distributors wanted in all countries where we are not at present represented. Parties having a good connection with the trade and the necessary facilities for distribution and open to carry sufficient stock to supply the demand in their territory, will find it profitable to write us.

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.
"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE
They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL
DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

ORDER YOUR CANNING BOX SHOOKS REQUIREMENTS FOR 1919 NOW AND ENSURE GOOD DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO

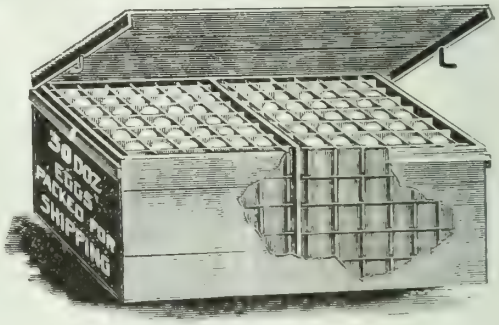
ORDER NOW
FOR DELIVERY JANUARY 1st

The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCaskey Register System

McCASKEY SYSTEMS, LTD.
Toronto, Canada

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

ANNOUNCING A NEW LINE

TEAR THIS PAGE OUT AND FILL IN YOUR ORDER BELOW

Argyll Bute
LIMITED
637 St. Urbain St.
MONTREAL
East 8271

Ontario Selling Agent
Walter S. Bayley
20 Front St. E.
TORONTO
Main 2226

MANUFACTURERS, BLENDERS AND PACKERS OF

FISH PRODUCTS

SCOTCH SNACK
SOMETHING NEW
in a
DELICIOUS PURE
APPETIZING
FISH BLEND
with a
SNAPPY NAME
and
CATCHY LABELS
put up in
GLASS

The
NEATEST PACKAGE
in the
MARKET
RETAILS AT
30c and 50c Ontario, Montreal and Maritime Provinces
35c and 60c Western Canada
WILL EARN
25 GROSS SALES
SEND YOUR CHECK
for a
SAMPLE DOZEN
OR MORE
OF EACH SIZE
WE WILL GUARANTEE
THE SALE
or
TAKE BACK ALL UNSOLD SCOTCH SNACK

Gentlemen:—

We are manufacturing for the first time in Canada one of the most delicious original Scotch recipes for Bloater Paste.

Made from rich, meaty, juicy, Canadian deep sea fish, the finest in the world, deliciously smoked and cured to retain their full natural flavor and freshness, blended with the choicest oils and spices, this new Fish Food delight will earn you new customers and please your old.

We have named this new Fish Food **"SCOTCH SNACK."** It is prepared, blended and packed in a new factory under perfect sanitary conditions. The fish is boned and stripped on white vitralite tables, minced and blended in enamel-lined cutters and mixers, then automatically packed in sterilized glass jars, sealed with pure parowax and goes to you clean, sweet, wholesome, delicious.

SCOTCH SNACK is the most delicious fish "spread" in the world. Our food experts have spent months in experimenting and thousands of dollars to produce it.

SCOTCH SNACK is delicious on hot toast for breakfast, for lunches, in salads, croquettes, omelets, spread on bread or crackers, in sandwiches, and hundreds of other ways.

SCOTCH SNACK is our attractive registered trade name, is packed in glass jars, in two sizes which retail at 30c and 50c. Our price to the grocer is $2.50 and $4.50 per dozen, thus giving the grocer 25 to 30% on his gross sales; 35c and 60c in Western Canada.

OUR OFFER—We will prepay all orders for two dozen or more jars of **SCOTCH SNACK** on this advertisement.

OUR GUARANTEE—We will refund the purchase price of all jars of **SCOTCH SNACK** returned unsold.

Here is a big opportunity—with no chance to lose. Tear out this page. Pin your Check, P.O. Order, or Money to it. Fill in your Order and mail it to us.

Please ship us.....doz. Jars "SCOTCH SNACK" No. 1, @ $2.50, Montreal; $2.65, Ontario, Quebec, Maritime Provinces; $2.85, Winnipeg and West.

.....doz. Jars "SCOTCH SNACK" No. 2, @ $4.50, anywhere in Canada.

For which we enclose our Check....., P.O. Order....., Cash.....

NAME .....ADDRESS .....

The highest grade flour it is possible to mill under present regulations bears the time-honored name:-

PURITY FLOUR

(Government Standard)

This is good flour---otherwise it would not carry the name *"Purity Flour,"* which has a reputation for quality that it is of vital interest for us to maintain.

You can safely recommend *Purity Flour* (Government Standard).

"More Bread and Better Bread," and better pastry

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Canada Food Board License Nos: Cereal 2-009, Flour 15, 16, 17, 18

W. C. MACDONALD, REG'D.

Established over 60 years

Tobacco Manufacturers

MONTREAL

PLUG SMOKING	PLUG CHEWING
"BRITISH CONSOLS"	"PRINCE OF WALES"
"INGOTS" (Rough and Ready)	"NAPOLEON"
"BRIER"	"CROWN"
"INDEX"	"BLACK ROD" (Twist)

Distributed by Leading Wholesalers

If you can get them to drink Klim

The surest way to make a permanent Klim customer is to induce a woman to whip a quantity into water and drink it as she would dairy milk. The natural, unchanged flavor of pasteurized separated milk convinces her that Klim is genuine. She will readily understand why it improves baked and cooked foods and why it is good for her and her children (except infants) to drink regularly.

Canadian Milk Products Limited

Western Representatives:

W. H. Escott & Co., Limited, Fort William, Winnipeg, Edmonton and Regina.

Kirkland & Rose, Vancouver.

Canada Food Board License No. 14-242.

Our Raisin Talks Pay You Dividends

Every month we advertise Sun-Maid Raisins to millions of grocery store customers. When you display your Sun-Maid Raisin stock you get the benefit of this extensive magazine advertising.

Seedless Raisins Popular

Because of their many uses, Seedless Sun-Maid Raisins have become a staple in homes everywhere. Display this red package, which women know from our color advertisements.

Sun-Maid Raisins

Three varieties: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 9000 Growers

FRESNO, CAL.

Why is Cow Brand Baking Soda so popular?

Because it gives that satisfaction which is only possible with baking soda of absolute purity.

And Cow Brand Baking Soda is pure—made from the very finest materials and manufactured under conditions that guarantee its goodness.

Church and Dwight
LIMITED
MONTREAL

Furnivall's

Jams of Finest Quality

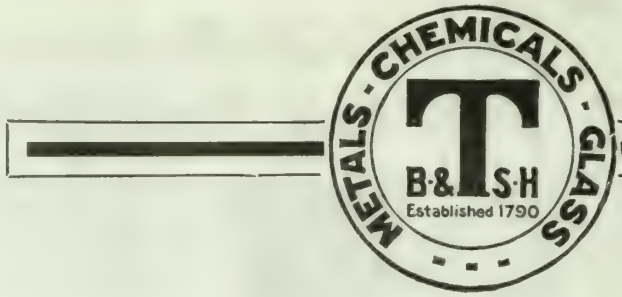
A quality that is different to all others. And this has been made possible by our method of making careful selections of the best fruits obtainable, and by using pure cane sugar.

Your wholesaler stocks it—so put it in your next order.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. **Montreal**—George Hodge & Sons, Ltd. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffith. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Saskatoon**—The H. L. Perry Co., Ltd. **Manitoba**—The H. L. Perry Co., Ltd., Winnipeg.



ENQUIRIES ARE SOLICITED FROM THE TRADE FOR:

Cream of Tartar

Cream of Tartar Substitute

Castor Oil

Tartaric Acid, Citric Acid

(Stock or Import)

B.&S.H.THOMPSON

& COMPANY LIMITED

MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER, B.C.
NEW GLASGOW, N.S.

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is $11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value $26.86.

Usual Selling Price	Quantity of Boxes		Brand	Price Per 1000		Wholesale Discount	Net
2 for 25c	2	50	NOBLEMEN	$100.00	$5.00	Less 10%	$4.50
10c	2	100	PERFECTION	72.00	7.20	"	6.48
3 for 25c	2	100	GRAND MASTER..	64.00	6.40	"	5.76
30c	20	100	MIDGETS (5 in a box)	48.00	4.80	"	4.32
5c	1	100	LORD TENNYSONS	41.00	4.10	Less 5%	3.90
5c	1	50	Cables	40.00	2.00	"	1.90
							$26.86

Business name .....Address .....

Send by ..... Express

*If you send cash with order, deduct 2% cash discount and remit $26.32 only.

SEND IN YOUR ORDER PROMPTLY

500

Your customers are strong for Palmolive

Everybody knows Palmolive Soap. It's the favorite Toilet Soap and there's a good big demand for it in every community.

You can make nice profits by featuring Palmolive Soap regularly. Every sale is a "repeat" maker.

Get a Trial Supply

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

HEATHER BLEND TEA

The Newest and the Best

RICHNESS IN ITS FLAVOR

STRENGTH IN ITS BREW

"THE FRAGRANCE LINGERS"

A new package tea blended by experts from the choicest teas obtainable in the hill gardens of India and Ceylon. Put up in attractive packages and backed by advertising that will bring you many inquiries. Order a case to-day. Get ready for the demand.

BLENDED BY

BLACKWOODS LIMITED, WINNIPEG, MAN.

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC VICTORIA, B.C.

SATISFIED— and Back Again

That's what you want to do—bring your customers **back.** You can do it if you **satisfy** them. When they want Sapolio, be ready to give them

SAPOLIO

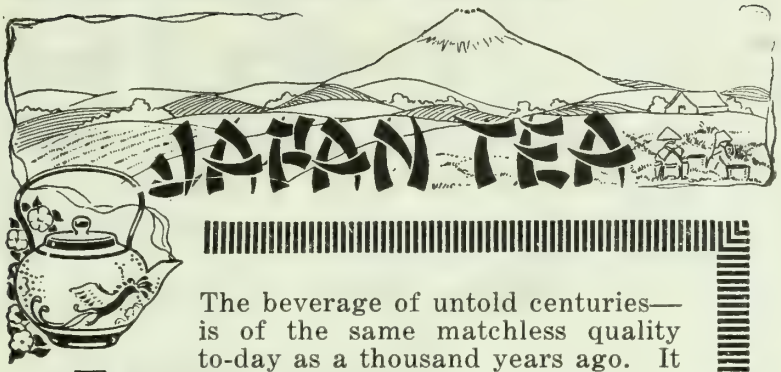
The General All Around Cleaner

Have a plentiful supply on hand at all times.

In the home, the office, the factory, there is nothing to equal the every day toilet soap for every day needs—**HAND SAPOLIO.** Your stock is not complete without this most excellent soap.

ENOCH MORGAN'S SONS CO., New York, U.S.A.

Canadian Selling Agents (excepting British Columbia)—
Harold F. Ritchie & Co., Limited, Toronto, Ont.



The beverage of untold centuries—is of the same matchless quality to-day as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its use by Canada's tea drinkers testifies as to its quality.

"The salts of tea reduce the amount of solid food necessary and maintain the vigor."
—Dr. Williams, Yale.

16

Link your own selling ability with the undoubted goodness of and the widespread popularity of Japan Tea. We are continually suggesting Japan Tea to the public by means of carefully planned and well-placed consumer advertising. This publicity makes it easy for the dealer to keep a stock of Japan Tea moving briskly and at a good profit. Are you stocked?

Your Reputation for Poultry Feed

Depends on the satisfaction your customers get from the feed you sell them. People don't buy poultry feed just to keep hens alive or to make them fat, but to

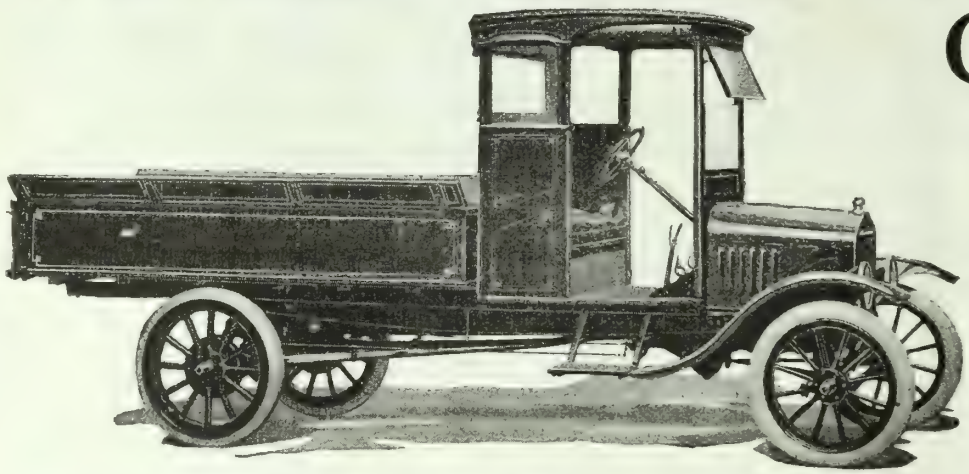
Make Hens Lay More Eggs

PURINA
SCRATCH FEED
AND
CHICKEN CHOWDER

fed in equal portions are guaranteed to make hens lay more eggs. You cannot afford not to recommend Purina Poultry Feeds. Keep them in stock.

THE CHISHOLM MILLING CO., LIMITED
8 JARVIS STREET, TORONTO

We Make Delivery Bodies for Grocery Men



The grocery man wants a body adapted to his business. We build them strong, light and moderately priced. With permanent top, removable top or open express body.

"CHAMPION" Truck Bodies

Champion Truck Bodies are made in all sizes for all kinds of motors. Your old car's chassis can be quickly adapted to a new body and give you splendid service. We have been making carriage bodies for 50 years and you can trust us for good work, and our prices are right. Write for full particulars.

Send for folder and get our prices.

CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Bldg., Toronto. **Sales Offices : Montreal, Toronto, Winnipeg**

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

TRADE MARK KEYSTONE BRAND REGISTERED

SATISFACTION

Satisfied customers are your assurance of repeat orders.
"Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality of light weight.

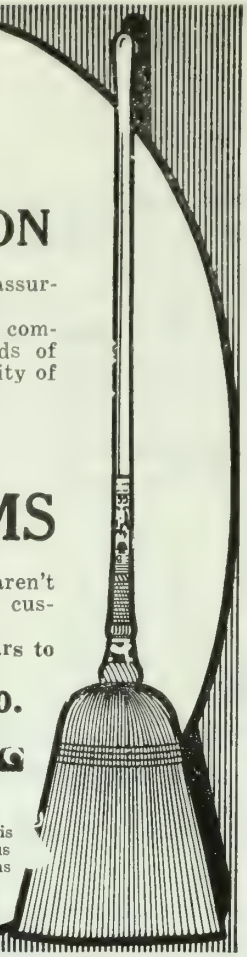
NUGGET BROOMS

are in steady demand. If you aren't stocking them, you're losing customers and money.
Write for prices and particulars to

Stevens-Hepner Co.
Limited
Port Elgin, Ont.

Makers of the famous "Keystone" Line

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



To our Customers and the trade

A Happy New Year and Peace, Prosperity Good-Will

Walter Woods & Co.
Hamilton and Winnipeg

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans 6 65
Jersey Brand, Hotel, each 24 cans 6 65
Peerless Brand, Hotel, each 24 cans 6 65
St. Charles Brand, Tall, each 48 cans 6 75
Jersey Brand, Tall, each 48 cans 6 75
Peerless Brand, Tall, each 48 cans 6 75
St. Charles Brand, Family, each 48 cans 5 75
Jersey Brand, Family, each 48 cans 5 75
Peerless Brand, Family, each 48 cans 5 75
St. Charles Brand, small, each 48 cans 2 90
Jersey Brand, small, each 48 cans 2 90
Peerless Brand, small, each 48 cans 2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, each 48 cans 6 50
Regal Brand, each 24 cans.. 5 90
Cocoa, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $3.25; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.45; 2s, $14.50.
Ready Lunch Beef—1s, $4.50; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch. Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.95; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.50; 2s, $4.50.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.45; 2s, $8.95.
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4, 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s. $3.95; 2s, $5.95.
Beef Steak and Onions ½s, $2.95; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $10.45; 6s, $24.75.
Irish Stew—1s, $3.45; 2s, $6.90.
Cambridge Sausage—1s, $4.45; 2s. $8.45.
Boneless Chicken ½s, $5.95; 1s, $9.00.
Boneless Turkey — ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $3.95; 1s, $8.45; 1½s, $12.95; 2s, $16.45; 3½s, $33; 6s, $45.
Lunch Tongue—½s, $3.90; 1s, $6.95; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted 1s, $1.35; Soups and Bouilli, 1s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45, 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese ½s, $1.40; 1s, $1.90; 2s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.35.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding ½s, $2.45; 1s, $4.00.
Potted Beef Ham—¼s, 75c, ½s $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; 1s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Asorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted)—¼s, 80c, ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $19.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.80; ½s, $2.90; 1s, $4.25.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.45.
Ham—¼s, $2.45.
Tongue—¼s, $2.45
Venison—¼s, $2.45.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 20
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each...	$0 60
Durham, 4-lb. jar, each...	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel $18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry....	.09¾
40 lbs., 1 lb. pkg., White Glass	.10¼
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10¾
100-lb. kegs, No. 1 white..	.10¼
200-lb. bbls., No. 1 white..	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11¾
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13¼
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13¼
100 lbs., kegs Silver Gloss, large crystals	.11¼

TAPATCO
REGISTERED TRADE MARK BRAND

The End of the War

will mean a bigger demand for TAPATCO Gloves

Thousands of men will be changing from khaki into working togs, and TAPATCO Gloves are just the sort of good, wearable working gloves they will appreciate.

You can get your share of this business by letting your customer know you sell **TAPATCO Gloves.**

The variety is extensive, something to suit every taste and every requirement—Gauntlet, Knit Wrist and Band Top Styles in heavy, medium or light weight. Leather Top, Leather and Leatherette Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.

The American Pad and Textile Co.

CHATHAM, ONT.

Mr. Grocer!

Here are the goods you are looking for

- Pure Spanish Olive Oil, put up in cans of all sizes.
- **Olives, Queens and Manzanillas,** put up in pails of 7½ gals., 15 gals., barrels—49 gals.
- Salad Oil in gallons, ½ gals., 1 qt. cans.
- Romano Cheese
- Macaroni
- Tomato Paste
- Peas and Beans, Imported and Domestic
- French Peas, in cans, Petit Pois.

Write us for quotations. **Watch this advertisement each week.**

ABOOSAMRA KOURI

Wholesale Importer of European Groceries

31-33 BONSECOURS ST. - MONTREAL

Peace and Victory!

Now that the Cause of Freedom has triumphed Canadians can look hopefully to their Country's Future and devote their energies to making the Dominion just as renowned in Peace as it has been in War.

During four years of War activities the popular demand for **King George's Navy** never diminished—due to its own inimitable excellence and to the widespread publicity by which we backed the dealer's selling efforts.

We are going to maintain this quality. We are going to still keep **"King George's Navy"** right at the front of "man-pleasing" chewing tobaccos. And our consumer publicity will keep it selling even more readily than heretofore.

Will you be one of the Grocers to profit thereby?

ROCK CITY TOBACCO CO., LTD.

QUEBEC

"SALTESEA" OYSTERS

OPPORTUNITY is at the door of EVERY business TO-DAY. If we open our doors and let her in SUCCESS and PROSPERITY will follow. The WISE Business man will not wait, and doubt, for he KNOWS that only once does OPPORTUNITY come to his door. Our message to you for the NEW YEAR is take on all the GOOD SELLERS and DON'T have to mourn when it is TOO LATE and the other dealer has MADE GOOD.

Direct from Ocean to your table, absolutely CLEAN and PURE.

ACTUAL SIZE

A trial case, ordered TO-DAY, will convince you that your trade want the BEST and that "SALTESEA" is the best.

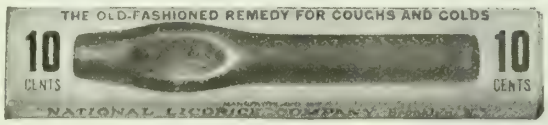
The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET - - - - - - - - MONTREAL, P.Q.

Canada Food Board License No. 1068

Y & S
STICK LICORICE
in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

They're Bound To Buy It Elsewhere

if you don't keep it in stock. Marsh's Grape Juice is a very popular beverage.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.

40 lbs., Benson's Enamel, (cold water), per case.... 3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs..... .15
Celluloid, 45 cartons, case.. 4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared ..... .11¾
40 lbs. Canada Pure Corn.. ..10¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs..... .20
(20-lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—
Canada Laundry $0.09½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1.10
First Quality White Laundry—
3-lb. canisters, cs. of 48 lbs. .10½
Barrels, 200 lbs. ..... .10
Kegs, 100 lbs. ..... .10
Lily White Gloss—
1-lb. fancy carton cases, 30 lbs. ..... .11
8 in case ..... .12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case.... .12½
Kegs, extra large crystals, 100 lbs. ..... .10½
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3.25
Celluloid Starches—
Boxes containing 45 cartons, per case 4 50
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size. per doz. 1 85

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case $4.25
2-lb. tins, 2 doz. in case.... 4.80
5-lb. tins, 1 doz. in case.... 5.40
10-lb. tins, ½ doz. in case.. 5.10
20-lb. tins, ¼ doz. in case.. 5.05
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs.....$0.07¼
Half bbls., about 350 lbs.... .07½
¼ bbls., about 175 lbs..... .07¾
2-gal. wooden pails, 25 lbs.. 2.25
3-gal. wooden pails, 28½ lbs. 3 40
5-gal. wooden pails, 65 lbs.. 5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case...$5.30
5-lb. tins, 1 doz. in case... 5 90
10-lb. tins, ½ doz. in case. 5 60
20-lb. tins, ¼ doz. in case. 5 55

INFANTS' FOOD

MAGOR, SON & CO., LTD

Robinson's Patent Barley—	Doz
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan..	4.15
Metal Outfits, Black and Tan..	4.85
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED.
EMPIRE BRANCH

Black Watch, 9s, lb.	$1 08
Bobs, 11s	0 22
Currency, 11s	0 90
Stag Bar, 8s, boxes 5 lbs.	0 96
Pay Roll, thick bars, 9s	1 10
Pay Roll, plug, 9s and 6-lb. caddies	1 10
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	0 96
Great West Pouches, 8s, 2-lb. boxes, ½ and 1-lb. lunch boxes	1 00
Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
Master Workman, 8s, 2-lb. cartons	1 00
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 10
Derby 8s, 4-lb. boxes	0 99
Old Virginia, 12s	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.	1 10

WM. H. DUNN, LTD., Montreal

BABBITT'S

Soap Powder, case 100 pkgs.	$5 00
Cleanser, case 50 pkgs.	2 0
Cleanser (Kosher) cs. 50 pkgs	2 90
Pure Lye, case of 4 doz.	5 60

JELL-O
Made in Canada.

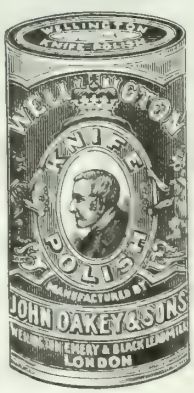
Assorted case, contains 4 doz.	$5 40
Lemon, contains 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS
Made in Canada.

Assorted case, contains 2 doz.	$2 35
Chocolate, 2 doz.	2 35
Vanilla, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Lemon, 2 doz.	2 35
Unflavored, 2 doz.	2 35

Weight, 11 lbs. to case. Freight rate, second class.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Early January Business

With stocks of Xmas Goods cleaned up well in the country we should have a very healthy market for January for **Oranges, Lemons, Grape Fruit, Celery, Cauliflower, Bananas, Apples, Boxes and Barrels,** etc., etc.

Prices are getting down to pre-war levels, which will steadily increase consumption.

With best wishes for the New Year,

White & Co., Limited

Toronto and Hamilton

Importers of Fancy Fruits and Vegetables.

Canada Food Board License No. 277

FISH

Are you getting your share of the big trade in all kinds of FISH?

People are eating more FISH and more people are eating FISH than ever before.

Do not let this business pass you. Put in a small supply and see how quickly it will sell.

There's money in it for you.

We can supply FRESH FROZEN PACIFIC COAST SALMON AND HALIBUT.

ATLANTIC COD, MACKEREL, HERRINGS, ETC.

ALSO A FULL LINE OF SALTED AND SMOKED FISH.

WE CAN FILL YOUR ORDERS AT RIGHT PRICES.

WISHING YOU A HAPPY AND PROSPEROUS NEW YEAR

DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY, COBALT, TIMMINS

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

WETHEY'S

Mince Meats

(both Condensed and Bulk)

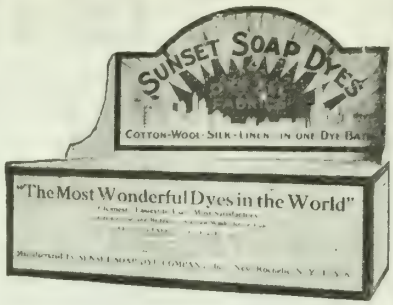
always lead

—

When buying insist on this brand

Canada Food Board License No. 14-128

You Can Recommend



Sunset Soap Dyes

to your best trade. These dyes are fast, brilliant, easy to use—clean the garment while dyeing; give the same shade and depth of color to cotton, wool, silk, and linen in one dye bath, without staining hands or utensils. So simple a child can use them and it only takes 30 minutes.

These dyes created by Americans and made in America by American labor, are being extensively advertised in high-class publications. You are bound to have calls. Then, too, Sunset selling at 15c gives you more profit than you can make on any other dye.

Send for a stock to-day packed in a sales-stimulating container. Put them on your counter and watch the quick turnover. Hundreds of dealers are finding them wonderful repeaters. You can recommend Sunset Soap Dyes to the limit, the manufacturers stand back of you. Why not investigate?

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

NEW ROCHELLE, N.Y. TORONTO, CANADA

Sales Representatives for U.S. and Canada

HAROLD F. RITCHIE & COMPANY, INC.

NEW YORK TORONTO

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BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

JARS AND BUTTER CROCKS

Are needed in every household. We can supply you with the kind that sells. Write for price list now to

The Toronto Pottery Co. LIMITED
Dominion Bank Bldg., Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute

MARKET BRIEFS

The removal of restrictions on trading in wheat and its products sent mill feeds up $15 to $18 per ton in the United States, and flour recorded a decline. Similar conditions may be expected to prevail in Canada when the Food Board lifts the ban and the trade will welcome the day when the Government removes the wrenches which it has thrown into the machinery of trade.

* * *

Uncertain indeed was the announcement first received as to the removal of the bans on the export of many foodstuffs last week. Some hope was entertained that dried prunes and peaches would be on the list freed, but no such luck. It looks very much as though present stocks will have to carry the trade through until a new crop is available.

* * *

RAISIN DELIVERIES ON THE FOLLOWING BASIS

In addition to the information that has reached the trade regarding raisin delivery, there are some facts that will interest the trade.

The delivery of unbleached seedless will be 100 per cent. of orders; bleached 75 per cent.; choice seeded 100 per cent.; fancy seeded 50 per cent.; clusters and layers 25 per cent. It is stated further that loose muscatels have not been such that any delivery could be made, the rain damage being so great that they will be suitable only for use as seed.

It is proposed to substitute choice seeded for 2-crown muscatels with a 100 per cent. delivery, and fancy seeded for 3-crown muscatels, with a delivery of 50 per cent.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON
20 Front Street East, Toronto

All these ads will have position on a live page each week containing reading matter.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO

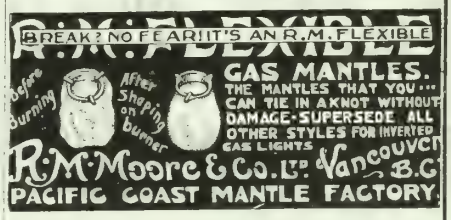
Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER

C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
Before Burning
After Shaping on Burner
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE E-PULLEAN TORONTO

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

CANADIAN GROCER reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

COMPUTING SCALE IN SPLENDID SHAPE. Apply Scheculski & Bunting, Schumacher, Ont.

SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.

GROCERY AND HOME BAKERY, ALSO VERY desirable corner property with buildings; sales for 1918 over $80,000. This is an all cash and carry trade. Positively a chance in a lifetime to procure a splendid paying business and very choice property, $7,000. Will handle balance on terms. Owner is retiring. 968 Bathurst Street, Toronto.

SALE PRICE, $75.00—GIPE-HAZARD RAILway system. 5 station. Hardly the worse of use. Poole & Company, Woodstock, Ont.

The "Want Ad." gets work for workers and workers for work.

The money is yours—and we'll get it for you.

That is if you just say the word. Look over your books. See the number of bad accounts and realize that you are losing money on them every day.

We can get your money for you

Ours is a large and reputable organization qualified to collect anywhere.
Write to-day for full particulars and samples of our Special Forms.

NAGLE MERCANTILE AGENCY
Westmount, Montreal, Que.

When Writing to Advertisers Kindly Mention this Paper.

"On a Cold and Frosty Morning—"

WHEN the snow stretches away into white fields of space and the clear, cold air sets the blood a-tingling in every vein,

—can you imagine anything nicer than a savory, steaming, piping-hot dish of tasty sausage, deliciously cooked and browned?

Truly these are the days when sausage reigns supreme as the king of all breakfast dishes.

And these are the days when you can build up a good, steady trade right in your own district by featuring

Davies Quality Pork Sausage

—the kind of sausage your customers will enjoy most of all—so fine-tasting, so deliciously seasoned, so *good* in every way.

Send us a standing order from now on through the season.

Oxford Sausage (large)
Oxford Sausage (small)
New England Sausage
Farm Sausage (not linked)

Cambridge Sausage (1-lb. links)
Cheltenham Sausage (1-lb. packages)
Little Pork Sausage (Special)
Algoma Sausage (in 60-lb. tubs, larded)

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packers License No. 13-50

1919

Happy New Year!

With battle flags furled and the light of Victory and Peace upon her, Canada stands today at the threshold of the New Year—looking forward.

That her hopes and ambitions may be realized and that the coming year may be a year of unalloyed prosperity for all and particularly for the Canadian Grocery Trade is the wish of

The Coca-Cola Company.

WINNIPEG

License No. 15-365.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE : TORONTO, JANUARY 10, 1919 No. 2

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

builds up a steadily paying trade to dealers who recommend it to their customers.

Handled by all the wholesale trade.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

FOLLOWING UP A NEW LINE

ANNOUNCEMENT

In last week's issue we announced the manufacture and sale for the first time in Canada of

SCOTCH SNACK

A new, pure, appetizing fish food delight
Delicious on hot toast—club sandwiches with mayonnaise dressing—omelettes — croquettes for lunches and snacks.

$2.50 per doz. in Montreal.
$2.65 per doz. in Quebec, Ontario and Maritime.
$2.85 per doz. in Winnipeg and West.

ARGYLL BUTE, LIMITED
637 St. Urbain St. MONTREAL

PRONOUNCEMENT

This week we want to tell you the favorable reception the public has given

SCOTCH SNACK

We have had chefs of big hotels and restaurants tell us that it is the most excellent fish food they have ever tried and grocers have phoned us repeat orders and said they were more than delighted.
Have you tried it?

Ontario Selling Agents:
WALTER S. BAYLEY
20 Front Street E. TORONTO

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

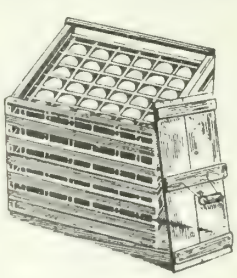
Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



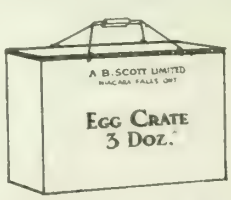
And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St., Montreal, Que.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen **fresh eggs.**
When collapsed will not take up any more room in a suit case than a traveller's order book.
A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

All You Need is a Display

—just to remind her that you've got Borden Milk Products in stock.

You won't need to "talk up"

Borden's

Its quality and our consumer advertising have popularized it in every community.

Keep your displays up. Every sale a satisfied customer.

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

HOW ARE SALES OF PEANUT BUTTER ?

Peanut Butter is fast becoming a staple article of food, and the dealer who sells Bowes' Peanut Butter is realizing this fact to his own good profit.

The innumerable uses to which this food can be put, combined with its economy and great food value, are being appreciated more and more by the consuming public.

You will make a profitable investment when you stock this line.

YOUR JOBBER WILL GLADLY SUPPLY YOU.

Three Sure Customer Pleasers—

Sell these three All-Canadian Milk Products that are equal in every way to the imported brands.

Your customers will find in them that superiority of taste and flavor that they so much appreciate. Malcolm Milk Products always repeat.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

The All-Canadian Condensed Milk Company

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

Begin the New Year right, Mr. Grocer, by going over your stock and making sure that you have a good supply of CLARK'S

PORK and BEANS

The CLARK Quality

The CLARK Reputation

The CLARK Advertising

make them far and away

The BEST SELLERS

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

ROYAL ACADIA SUGAR

Sugar that you know will please her—

The purity and sweetening properties of Royal Acadia Sugar recommend it to every good housewife.

It is a sugar you can safely sell knowing that it is certain to satisfy.

Put up in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

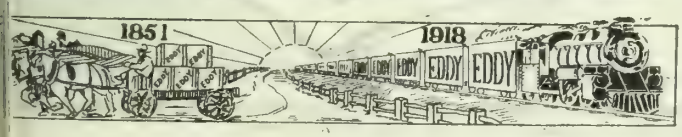
MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED
MONTREAL, QUEBEC VICTORIA, B.C.

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated January 10, 1919. Being No. 16 in the Serie

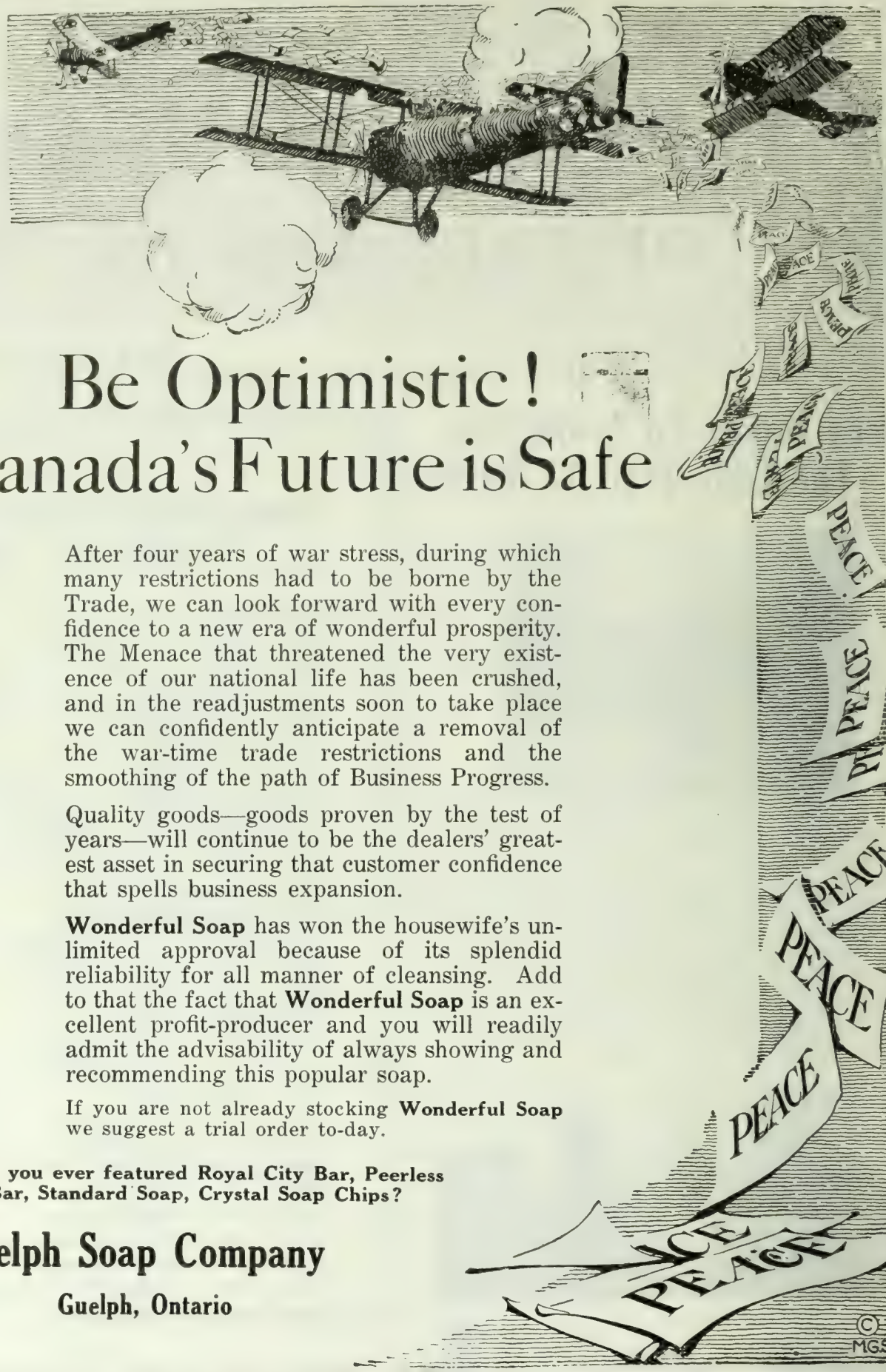
Rocky Roads To Travel On The Eddy Trail To Trade

As a retail merchant you have your deliveries to take care of, and you are probably a judge of horse-flesh. The late Ezra Butler Eddy was a great lover of good horses, about which more may be told later. As you remember, he needed them in this business in 1851, when he took his first matches out by wagon load on the road. The E. B. Eddy Company do a bit of teaming still, and over rough roads too, as you can see in the picture above. This illustrates the bush road to the Du Moine Depot. The wagon and team represent just another little unit in the wide-spread Eddy Company organization. Below are five loyal members of the Eddy Staff whose business it is to know the safest ways over the bumps in that rocky road as part of the work of producing Eddy's famous "Safe and Silent Five" matches.



Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-Light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 2 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas
Eddy's Owl Match (new)


PEACE
PEACE
PEACE

WANTED

Wholesale grocery travellers by Toronto house, one for York, Simcoe, Dufferin, Bruce, Grey, Wellington, Peel Counties. One for Durham, Northumberland, Hastings, Victoria, Haliburton, Peterboro, Ontario Counties. Splendid proposition for real live man. Applicant must have good grocery connection. Reply with full information to Box No. 472, Canadian Grocer.

British Importers and Brokers

Want to talk to Canadian Manufacturers and exporters of Foodstuffs and other products with a view to big business on C. I. F. terms.

Member of the firm will be here in January, February, and will be glad to have communications and appointments.

Replies—"British Sales"

Care of **Gordon & Gotch, Ltd.**

136 Bay St., Toronto

High in Quality Low in Price

Premiums for the Trade Marks

Canadian Selling Representatives:
Eastern Canada: Wm. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

Mrs. Particular says—

"I like NO-VARY Quality Groceries. They are always so good"

This uniform goodness of No-Vary Quality Groceries is a mighty fine asset for the dealer stocking them.

Repeat sales are the rule where No-Vary Products are concerned. And when you consider that there is a comfortable margin of profit on every sale and a satisfied customer as well you will perceive the advantage of always displaying and pushing these easy sellers.

Below we list the name of Wholesale Jobbers in Western Canada who handle No-Vary Always Good Products. Any of them will fill your order promptly. Write the one nearest you to-day.

Alexander Grocery Co., Ltd.	Camrose, Alta.
Brandon Grocery Co., Ltd.	Brandon, Man.
Camrose Grocery Co., Ltd.	Camrose, Alta.
Medicine Hat Grocery Co., Ltd.	Medicine Hat, Alta.
Moose Grocery Co., Ltd.	Moose Jaw, Sask.
MacLean Grocery Co., Ltd.	Regina, Sask.
Red Deer Grocery Co., Ltd.	Red Deer, Alta.
Swift Current Grocery Co., Ltd.	Swift Current, Sask.
Simington Co., Ltd.	Calgary, Alta.
Weyburn Grocery Co., Ltd.	Weyburn, Sask.
Yorkton Grocery Co.	Yorkton, Sask.

No-Vary Products Co., Limited

WINNIPEG, CANADA

ORANGES are again PLENTIFUL

QUALITY EXCELLENT

Conditions and prices are right for a big Navel Orange Trade. Get in at the start and get your share.

GOLDEN ORANGE BRAND
(Sunkist Navel Oranges)

come from the BEST Orange-growing districts in California, warranted same high quality from top to bottom of every box. They are exceptionally fine flavor and color; trade-winners, the kind your customers buy and use and buy more.

We have arranged for regular shipments of GOLDEN ORANGE BRAND Sunkist Navels, and will be able to fill your orders promptly. We control this Brand from Ontario.

Let us have your orders for anything in fruit. Same will have our best attention.

The Firm for Service

Hugh Walker & Son
Guelph, Ontario
Established 1861
License No. 3-090, 3-204

The House of Quality

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

Let us show you how.

We are agents for Christie's Biscuits and Robertson's Confectionery.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., E., Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Winnipeg Warehousing Co.
Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

D. J.MacLeod &Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East - Toronto

W. F. ELLIOT
Importers & Manufacturers' Agent
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)
2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.
In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?
Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We still have a few hundred barrels of **Georgian Bay Apples** in stock.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order.

BUSINESS SYSTEMS LIMITED
Largest Manufacturers of Butter Wraps in Canada
52-56 Spadina Ave. TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

"Golden Nut" PEANUT BUTTER
J. JONES, WINNIPEG

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Mention This Paper When Writing Advertisers.

The Colwell Brokerage Co., Ltd.
St. John, N.B.
Mdse. Brokers and Wholesalers
Custom Brokers and Forwarding Agents. We are open for two sole agencies for New Brunswick or Maritime Provinces.

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

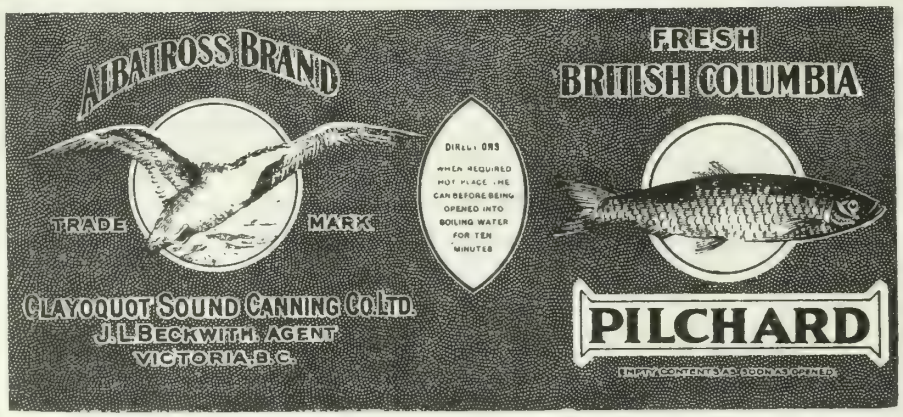
C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

W. L. MACDONALD & CO.
Manufacturers' Agents and Importers
736 Rogers Bldg. VANCOUVER. B.C.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



Your Customers Will Like

ALBATROSS
BRAND

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find **Albatross Brand Pilchards** a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's **KIPPERED HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Need Any Oriental Products?

We are importers and can quote you to advantage. **Interested in the Japanese Markets?** We can place your product there successfully.
R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by Your Jobber

SNOW CAP
BRAND
PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches *They are More of a Dainty Than Tuna Fish*

"Snow Cap"

is Hand Packed by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arrow Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

EL ROI-TAN PERFECT CIGAR

When Writing to Advertisers Kindly Mention this Paper.

Wantmore
PEANUT BUTTER
The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.
Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

Imperial Rice Milling Co., Ltd.
VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

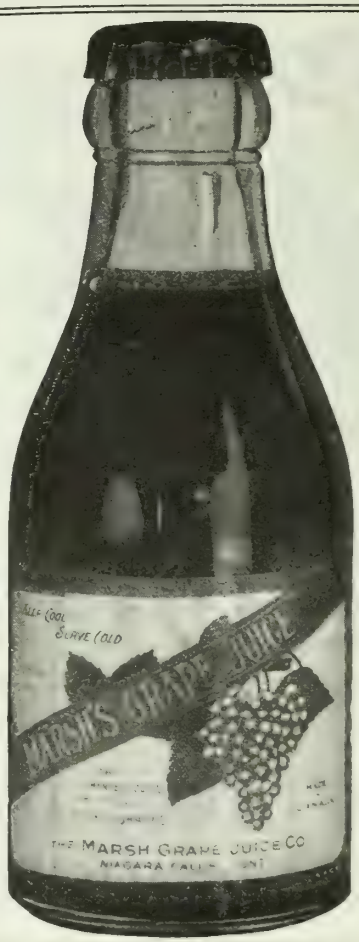
Canada Food Board License No. 4-517

It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Bldg., 24-26 Wellington St. W., Toronto.
WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



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CANADIAN GROCER

Vol. XXXIII. TORONTO, JANUARY 10, 1919 No. 2

Cereal Market in Strong Condition

Existing Conditions Prevent the Possibilities of Declines in Wheat Before Next Midsummer, and Corn and Oats Will be Influenced Indirectly by This Condition —Greater Demand For Oats Expected, With Increased Prices

IN spite of some temporary weaknesses in a few cereal products, there is no question of doubt that conditions warrant a very strong feeling in these commodities and that the demand will be entirely capable of caring for the supplies offered. With this fact assured, there should be no difference of opinion as to the conditions that are likely to obtain in this branch of the trade for some time to come. Moreover, it is an ever increasing demand, and this element of increase will in all probability be a very large factor in stabilizing price conditions. This feeling of stability of present conditions is evidenced in the statements of many representatives of large milling interests .

A Broadened Demand for Oat Products

George A. Macdonald, of the Quaker Oats Co., Peterborough, states:

"The signing of the armistice assured an enormously increased call for food products from Canada.

Canada, as the granary of the British Empire, has an assured outlet for its food products.

Cereal products on account of their comparative cheapness, will, in our opinion, be in very large demand. The consumption of cereal products has broadened during the war period; their merit, learned as a matter of necessity, has won a host of new consumers who will continue to use cereals as a part of their daily diet.

We, therefore, look forward with every confidence to an increasing business in the ensuing year."

D. A. Campbell, of The Campbell Flour Mills Co., Ltd., Toronto, forsees no change in wheat or cereal prices till the set price of wheat lapses. "So far as the prices on wheat products are concerned," he states, "there will remain with us at least until August 31st, 1919, the stabilization values, as a direct result of an Order-in-Council passed by the Dominion Government, guaranteeing the price of wheat until this date."

Based on a comparison of values for feeding purposes and given a fixed price for wheat, the prices of oats, corn, barley, buckwheat and rye will also remain more or less steady until August 31st, 1919. The trade need have no fear, therefore, of an upheaval in prices of flour or feed for the first eight months of 1919, at least.

No Need for Artificial Price Maintenance in Canada

Furthermore, the price of wheat is guaranteed in the United States not only for the crop season of 1918, but for the crop season of 1919, and the guarantee expires on June 30th, 1920. In England also, the price of wheat was guaranteed originally for a five year period and this period will not expire until 1920. The Canadian Government will, no doubt, be confronted with demands from the farmers of Canada, that the price of wheat be guaranteed for the 1919 crop, and on the other hand there will be the cry of the consumer, who has patiently paid his way through a period of extremely high prices during the last four or five years, and should under ordinary circumstances be entitled to a reaction from the excessive, now that the war has come to an end.

Setting the price of wheat means fixing the price of flour, fixing the price of feeds, fixing the price of beef and bacon, of poultry and eggs, butter and cheese, because the values of coarse grains go hand in hand with the values of wheat. A bushel of corn is worth $1.50 if a bushel of wheat is worth $2.25, and a ton of bran is surely worth $35 if a ton of barley is worth $60, so that if the cost of living is going to come down and if the poor, old, long-suffering consumer is going to get any consideration for his rights, the first step to be taken will be to let the price of wheat go whither it listeth after the 31st of August, 1919.

Oat Products Will Remain Fairly Stationary

G. S. Doddington, of The Western Canada Flour Mills Co., Toronto, writes as follows of cereal conditions:

"In our opinion there should be enough flour to supply the requirements of Canada until the new crop is available. Judging, however, from the rate wheat is leaving the country, we do not look for any surplus to be left over. As the price for the 1918 wheat crop was set by the Government to apply until the new crop is available, there is no likelihood of any great change in prices. Any change which might possibly be made would be attributable to an increase or decrease in the cost of packages or a reduction in freight rates, which is not likely to occur.

"As far as Rolled Oats are concerned, prices will undoubtedly remain fairly stationary, due to the fact that milling oats are at a premium in Western Canada, and the Government is buying practically all available supplies. This condition of affairs will keep the prices at a high level, and the Ontario market will be largely influenced by Western conditions.

C. Ritz, manager of the Eastern Canada Division of Robin Hood Mills, reviewing the outlook for rolled oats and oat products, stated: "If it turns cold after the first of January, oats will very probably be high."

In substantiation of his view, Mr. Ritz pointed out that buyers had been withholding from the market and that if the fine weather came to an abrupt ending this would force the price of oats up. The fine weather all over Canada had served to release a great quantity of feed, for with no snow on the ground to speak of, cattle had been left out on the range. This would be probably ended very shortly.

"Ordinarily," Mr. Ritz pointed out, "feed, seed and exports control the oat

situation pretty well. Sometimes the Government requires that no oats be shipped out of the country until after March and this is done, of course, to ensure a supply of seed for the farmers.

Advances May Come in Oat Products

As to the future of prices on rolled oats and oatmeals, Mr. Ritz is of the opinion that they will rule firm and that advances may be made. Owing to a great many new and unexpected factors this year, it was pretty hard to define the future at any distance. But it seemed quite certain that there should be a great deal of export business before long. In addition to this, there had been a period of careful and light buying, and in response to a larger movement in this market after the holidays, prices would very likely strengthen. Western production had been light, and while that of the Eastern part of Canada had been good, this would not be a large factor, owing to the more limited acreage. Available supplies were not likely to go begging for a market, even allowing for the fact that better transport facilities would carry Australian grain to Europe.

J. E. LeBer, representing one of the largest operators in Chicago, at Montreal, is of the opinion that corn prices will rule steady and perhaps high. Mr. LeBer pointed out to CANADIAN GROCER, that up to the present time, marketing conditions had been a very big factor in the matter of ruling prices. Spot prices had been high, while futures had been more favorable. This came from the fact that farmers had been unable to get to the market with their wagons, and supplies had been short. With better marketing conditions later, prices might be somewhat lower, and with this, there was a strong probability, that corn futures might show a decline.

The unfavorable weather had also served to retard husking operations and much wet had been encountered in the Western States where corn was so largely produced.

Asked as to the prospects for the early part of 1919, on corn, Mr. LeBer stated that he expected a firm market and that prices would likely hold well. This would be the more likely, because of the fact that the 1918 yield of corn was much less than in the previous year. He stated that some 400,000,000 bushels less were produced. This would indicate that supplies were little, if any, greater than domestic requirements demanded. And this was borne out in estimates from various authorities.

Further, Mr. LeBer stated that no declines in corn could be looked for until deliveries exceeded the present records of 500 to 700 cars a day. Lower prices on corn could hardly be expected.

Recent Oat Declines Only Temporary

The declines that have been made of late in oat prices have been rather unexpected, in the opinion of Bruneau, Currie & Co., flour and feed dealers, Montreal. Manitoba oats have been shipped west to Saskatoon, Alberta, and B.C., and this is somewhat unusual. Ontario had a good crop and still there was not a great surplus of milling oats in the country. Lack of business had probably been as responsible as any one factor for the weakness of undertone, but of course the United States prices had been somewhat less than those obtaining here.

One reason for weakness was assigned to the scarcity of shipping to move foodstuffs abroad. There was an export demand and this would likely continue, Mr. McDonald, the manager, informed CANADIAN GROCER. It was one of the big contributing factors in the States resulting in an easing of prices for this grain. Just at present it appears that oats may decline further. On the other hand, it is very reasonable to assume that there will be more shipping soon and that greater exports, coupled with larger home consumption, will serve to place the oat market, and perhaps that for corn, on a steadier and more stable basis.

Mr. McDonald is of the opinion that much depends upon transportation, for the Argentine had a lot of corn and prices there were lower, even allowing for freight.

Cereal Trade Out of Touch With Conditions

Australian Wheat Too Far Away to Be a Large Factor—North America Must Meet the Demand

PEACE has its problems, no less for the cereal trade than any other trade. The return to pre-war conditions will be slow. Some of the customs which prevailed before 1914 will never be permitted to prevail again." So writes R. K. MacIntosh, of the Battle Creek Toasted Corn Flakes Co., of London, Ont.

The cereal trade in general, he continues, is far out of touch with the world's food situation. This is shown by the rash statements made as to the probable cause of prices. If you will remember it was the same when war was declared. Some then looked at the price rather than the situation, and became bearish on wheat while it advanced over $1.50 per bushel. It is practically the same thing now. They look at the price of corn rather than at the demand. The size of the corn crop is known. The United States Government final returns made it 2,582,000,000 bushels against the revised estimate of 3,065,000,000 bushels last year. This with November 1st carrying over 118,000,000 bushels makes a total supply of 2,700,000,000 bushels against 3,100,000,000 bushels by the same method last year.

Demand for Corn Exceeds Supply

Average farm consumption requirements of the country are around 2,500,000,000 bushels, but this is based to a great extent on the size of the crop In 1913 the consumption was over 2,800,000,000 bushels and the same was witnessed last year.

There is every evidence to show that the United States Food Administration will use all its powers to put through its export programme. Unless signs fail it may be exceeded.

The cry of empty stomachs cannot be filled with wheat from Australia that cannot reach Europe for months. It is time to stop trying to disguise the seriousness of the situation.

Either Europe secures supplies of grain and meats from North America or it will go without.

The pittances that will reach there from the Southern Hemisphere, outside of beef from Argentina, will have nothing to do with the present crop of America.

Must Think of the Present

The 1919 crop is still six months off and much can happen before that time. Think of the present. Thomson of Canada and Hoover of the United States and all the food administration officials are doing so, and they seem to be using an awful lot of common sense in some of their methods of handling a most trying situation.

I hope that some of the dealers, as well as consumers, will commence to see the light before long and stop looking for the bottom to fall out of the market. They will probably continue to look for some long lean months for a break in prices that may never come on the present crop. This applies to all grain. Twenty cents per bushel off the price of corn would mean nothing.

The dollar has lost part of its purchasing power as far as Europe is concerned. In no way can it secure as much food as it wants. The exports will be so regulated that each country will get just as much as it absolutely needs and not a pound more.

Six Weeks to Put Australian Wheat on Market

There has been considerable loose talk of late regarding the prospects of Europe being flooded with the cheap Australian wheat crop, but it takes an ocean steamer three months or more to get there and back, so that even though a fleet were started now it would be April before it could return. The Argentine voyage is shorter, but at that it will take considerable time. The bulk of the ocean steamers are at present in the North Atlantic ocean engaged in war work and taking troops to Canada, and before they could go on grain from the southen hemisphere they must make a long voyage. It is doubtful if sufficient vessels, even including the German fleet released by the armistice, can be detached right away to load over 20,000,000 bushels of wheat in the south that is not sure of arriving in Europe before May or June next. This amount at the pre-

sent time would be only a drop in the bucket.

Under normal conditions it was not unusual for North America to put afloat nearly this quantity in a single week and we used to get the reports of 100,000,000 bushels or more afloat for Europe from various countries. North America, after all is said and done, has the cheapest wheat.

So, Mr. Dealer, don't wait; keep your business going, don't be afraid of cereal prices, because as it looks now we cannot expect lower prices than we have until another crop at least is assured.

Prunes to Come; Fair Allotment

Embargo on Export From United States to Canada Finally Removed—Range of Sizes Includes Some of "Forbidden" Fruit—Percentage Released Very Fair

WORD has reached the trade that the embargo prevailing in the United States against the export of prunes to Canada has been lifted, effective January 4. This will be welcome news and advices reaching some brokers indicate that the supplies to come represent a far better assortment as to sizes than any hope had been held out for.

From figures at hand some California packers expect to ship a total representing a little better than 50 per cent. delivery. An average delivery of around 70 per cent. seems to be the outlook for Oregon prunes. On this basis then the trade, while not securing all they could handle, will receive a very generous allotment. Indications are that the Government has determined very largely their requirements and are willing to release surplus quantities. It is not likely all packers will be making the same ratio of delivery as the Government took where and what it willed, but the following figures will be interesting as showing the range of sizes and deliveries from one packer's supplies. It might be mentioned that orders for California prunes originally called for the following sizes: 30-40s, 40-50s, 80-90s, 90-100s.

The basis of delivery will be as follows:

75%—20-30s
60%—30-40s
60% in weight of 40-50s to 80-90s

Made up as follows:—
5%—40-50s
12%—50-60s
51%—60-70s
32%—80-90s

It will be noted here there are no 70-80s mentioned.

50%—90-100s.

It might be well to work out an example to explain the situation in 40-50s to 80-90s where deliveries will run 60 per cent. in weight. Let one assume that the original order called for 500 boxes 40-50s and 500 boxes 80-90s, the only sizes which could be booked. The delivery will be 60 per cent. in weight or 600 boxes out of the 1000 ordered. This will work out as regards sizes on the following basis, the delivery being 600 boxes:

5%—40-50s .. 30 boxes
12%—50-60s .. 72 boxes
51%—60-70s .. 306 boxes
32%—80-90s .. 192 boxes

Total delivery 600 boxes

With Oregon prunes, original orders could be placed for sizes 30-40s, 40-50s and 90-100s. Advices received indicate that deliveries from some packers will be as follows:

75% in weight 30-40s made up as follows:

32%—30-40s
43%—60-70s
18%—70-80s
3%—80-90s
4%—90-100s

and 70%—40-50s.

From the foregoing it will be seen that the trade will be supplied with a very good range of sizes and fairly good quantities, which will be very welcome news to all the factors concerned.

T. EATON CO. MAKE UNIQUE CHANGE

Golden Jubilee of T. Eaton Company Signalized by Changes Making Conditions Easier for Employees

On the eve of its Golden Jubilee Sir John Eaton, president of the T. Eaton Company, made the announcement of some striking changes in the hours of business for the store. According to this announcement the store will close on Saturday afternoon the year round, and during July and August the store will be closed from Friday night to Monday morning.

In giving notice of this change Sir John Eaton spoke of the change as one that had been in the mind of his father, the founder of the company. He foresaw the possibility of such a radical change while others would have seen in such a movement a case of business suicide.

The change inaugurated by the T. Eaton Company is another move in the direction of better conditions for the store clerk. Only a few years ago it was thought essential to keep the store open every evening, and even now there are merchants who think that to sacrifice the Saturday business would be the ruin of their business. The T. Eaton Company, however, have evidently considered the matter and do not believe that the change will result unfavorably to them. They are merely leading in the way that in all probability other merchants will be following before long. It is a forward movement and one for which the T. Eaton Company is deserving of the highest credit.

Frost Damage to California Oranges Serious

Heavy Frosts Early in January Caused Damage Estimated at From 10 to 25 Per Cent.—Picking Being Discontinued For 10 Days to Permit Damage to Show Itself

SEVERE frosts commencing December 29 and reaching their greatest intensity on January 1 and 2 have caused what seems likely to be a very considerable damage to the orange and lemon districts of Southern California.

Just what the extent of the damage may be it is difficult to estimate, but it is generally conceded that the damage extends over the whole southern area, that was just attaining maturity. Early estimates place the damage at anywhere from 15 to 25 per cent., with hardly any districts escaping scot free.

It will be some days before the full extent of the damage is known, though the probabilities are that it will not exceed the 25 per cent. estimate. In the meanwhile Riverside Country and San Bernardino have discontinued picking for ten days, and other sections, it is expected, will follow their example. It is only by such action that it is possible to prevent frosted fruit getting on the market. By leaving the fruit on the trees for ten days or longer, the frozen fruit will dry out and can be sorted out by water separators. In this way it is hoped to obviate the danger of having supplies of frozen fruit on the market to the detriment of the reputation of the California orange and lemon.

The northern navel crop had just been wound up, and the southern navels had begun to come on the market in some quantities when the frost occurred. It is a serious factor in that the crop of oranges is already a short one, though the southern crop showed some improvement over the northern. As a result of this frost, the decline in prices which was generally expected might result from the improved output, is now hardly to be expected. Indeed, there is little doubt that the conditions will induce a higher price movement, that may be expected immediately at a discount on the probable later scarcity.

The shortage is not likely to be felt for a period of about two weeks, as stocks to meet the requirements of that period are already packed and rolling. After that, however, unless the damage is found to be very considerably overestimated, there will be a very marked falling off in shipments.

The Law of Partnerships

A Discussion of the Responsibilities of Such Relationships—The Liability of Partners, All Are Agents of the Firm, and Their Acts Are Binding Unless it is Otherwise Provided—The Dissolution of Partnerships

FOLLOWING enquiry has come to CANADIAN GROCER from a Quebec reader:

"As I will be in partnership with my brother soon, anything you can publish regarding the duties and liabilities of a partnership arrangement will be read with much interest."

Retailers from the Atlantic to the Pacific are all interested in the subject of partnership. Probably 50 per cent. of the retail business in Canada is carried on by partners in business, while perhaps only an insignificant percentage of the remainder have not at one time or another during their business career considered the possibility of entering into such a relationship. Some of the most successful businesses to-day have resulted from connections entered into in years gone by, when such business arrangements in most cases depended mostly on the ability of the partners to get along with each other. But to-day the modern merchant weighs carefully the probable consequence of a disastrous partnership, and he will not enter into such an arrangement unless he has some definite information as to how he can get out of it, or what his liability and responsibility will be in case the business is defrauded by his partner or ends in failure.

The Need for Understanding on This Point

The enterprising merchant of to-day is face to face with the help problem, and in order to hold his clerk has held out the promise of a partnership, and he too is considering just how far he is making himself liable when he takes his clerk in as a partner, and whether there is any way in which he can limit his liability, or change the arrangement if it is found to be unsatisfactory. On the other hand the clerk of to-day, steady and industrious, taking a real interest in the business, boosting sales and learning store management, is looking to his future and turning over in his mind the prospect of a future partnership with the proprietor, or perhaps picturing a snug little business of his own. And so the retailers, and the retailers' clerks across the Dominion of Canada, who have thought about partnership, have also considered how the law operates in these matters, for all partnerships are governed by law.

It is the purpose of this article to outline a few fundamental principles of partnership which will give the reader an idea of the important factors in forming such a relationship, and the liabilities that are thereby entailed.

What Partners are Liable

A partnership may consist of one or more persons who shall be called general partners, and of one or more persons who contribute in actual cash payment a specific sum as capital to the common stock, and who are called special partners. General partners are jointly and severally liable for the debts of the part nership, but special partners are not liable for the debts beyond the amount contributed by them to the capital. The special partners cannot bind the partnership, only the general partners can do this.

The Procedure in Framing a Partnership

When a partnership is entered into, a certificate must be drawn up by the person entering into the partnership before a Notary Public and filed in the office of the judicial district in which the principal business of the partnership is situated. This certificate must contain:

1. The name under which the partnership business is to be carried on.
2. The general nature of the business intended to be carried on.
3. The names of all the general and special partners, distinguishing which are general and which are special, and their usual place of residence.
4. The amount of capital which each special partner has contributed.
5. The time when the partnership is to commence and the time when it is to terminate.
6. The principal place of business of the partnership.

The partnership cannot be dissolved before the date specified in the certificate unless a notice of dissolution is filed in the office where the original certificate was filed and notice of same published once a week in the local newspaper and the Provincial Gazette. So much for procedure.

Every Partner an Agent of the Firm

Every partner is an agent of the firm and his other partners for the purpose of the business of the partnership; and the act of every partner in carrying on the usual business of the firm of which he is a member binds the firm and his partners; unless the partner so acting has in fact no authority to act for the firm in a particular matter, and the persons with whom he is dealing either know that he has no authority or do not know or believe him to be a partner. A person who is admitted as a partner into an existing firm does not necessarily become liable to the creditors of the firm for anything done before he became a partner. A partner who retires from a firm may be discharged from any existing liabilities by an agreement to that effect made between himself and the members of the newly constituted firm and the creditors.

The Dissolution of Partnerships

Subject to any special arrangement made between the partners a partnership is dissolved:

1. If entered into for a fixed term, then by the expiration of that term.
2. If entered into for a single transaction, then on the termination of the undertaking.
3. If entered into for an indefinite time, then by any partner giving notice to the other partner.
4. By the death of a partner.

When the partnership is dissolved each partner becomes the owner of an indefinite share of the property of the partnership (that is where there is no special agreement) and this co-ownership only ends with the final liquidation of the affairs of the partnership.

Partnership Has First Claim on Moneys

Where partnership money is paid through a person who is a creditor both of the firm and of one of the partners individually, the money must be first applied to the liquidation of the indebtedness of the partnership. Where goods are purchased by a partnership and a part of the goods returned, then the returned goods must be credited to the partnership. The assets of the partnership are the common property of the partners, and one partner cannot legally sell a share of the total business without the consent of his co-partners and without an accounting to the firm.

If it is the intention that a surviving partner should have a right to take over the interest of a deceased partner, and this clearly appears from the terms of the partnership agreement though it is not formerly expressed, then this right exists.

In a recent case the partnership article provided that at the end of each partnership year an account should be taken of the stock, liabilities, and assets of the business, and a balance struck for that year; that in case one partner died the co-partners should continue to the end of the current financial year, or at the option of the surviving partners for not more than twelve months from such death; that for twelve months from the death of his partner a survivor should not be required to pay over any part of the former's capital in the business; and that any dispute between the survivor and the representative of the deceased as to the amount of debits against, or credits to either in the balance sheet or the valuation of the assets should be referred to arbitration. The court held, however, that the value of the interests of the deceased partner was not determined by the account taken and balance sheets struck at the end of the financial year following his death, but that the assets should be valued in the ordinary way, and that goodwill was to be included in the assets though it has never appeared in the annual balance sheet since the co-partnership began.

Prohibition Will Boost Tea Sales

Introduction of Dry Regulation in Canada Will Stimulate Tea Drinking—Every Grocer Should Know Tea Values So That He May Increase His Sales—Per Capita Tea Consumption Is Increasing—Even at Present Prices Tea Economical

THAT Canada will have a larger tea business through the operation of the prohibition laws from coast to coast is the opinion of Mr. Shaw T. Nishimura, of New York. Mr. Nishimura resides in New York part of the time and travels very extensively between Japan and America, having made upwards of thirty trips. He has become an authority on teas through his long connection with the tea trade, and is at present a director of the Meiji Trading Co., Ltd., Japan tea exporters, which firm is also extending its operations to trade in Javas, Ceylons and Indias. While in Montreal a few days ago, Mr. Nishimura expressed his views to CANADIAN GROCER and made a number of interesting comments on the situation from the standpoint, not only of the exporter and wholesaler, but also from that of the interest which might be increased by the grocer in his tea department.

Why Sales Will Increase

Mr. Nishimura pointed out that history revealed the fact that when liquor consumption was curtailed the use of tea increased. This would, in his opinion, be the experience in Canada. More tea was being consumed even now, records indicated, and while there had been a falling off in the use of some grades of tea in the past this was due to the competition from other markets.

Tea, even at its present price, was a very economical drink, stated Mr. Nishimura. Providing that the tea maker knows how to use tea, it may be successfully infused twice or even three successive times with the same leaves. This makes it a very desirable and an economical beverage for all. It was unlikely that present prices would militate against a continued use of tea on a large scale. It is very likely to increase materially as time passes, whether or not the present impositions of war taxes and duty continue or not.

Prices To Be High

While the future of tea is undefined and must of necessity continue so for some time, there are factors which must be taken into consideration and which indicate a continuance of high rates for tea. For instance, as far as Japan black tea is concerned, the cost of producing this is greater than that required to produce black tea in countries where natural means are used for treating the tea. Japans are produced through the use of charcoal, that is the blacks, and this means a higher cost basis. Experiments are now being conducted, however, which may eventually result in a reduction of this outlay for material and extra labor. Japans are in favor with a large number of people and have sold increasingly well.

Notwithstanding the fact that freight rates will perhaps come down, it is evident that this will not be attained for some time. Mr. Nishimura pointed out that great quantities of freight were piled in warehouses and on piers awaiting shipment to distant points. As yet there has been no increase of shipping commensurate with the requirements, and high rates as a consequence still prevail. So long as these remain high tea prices cannot decline materially, if at all. For production costs remain high and consumption has increased materially in many parts of the world, in England and Australia, notably. The per capita consumption is already favorable in Canada, but still is increasing.

Grocer Can Be Factor

That the grocer can be a larger factor in the selling of tea in a big way is the opinion of Mr. Nishimura. He believes that many grocers can sell more tea if they inform their patrons as to the grades of tea available. If they will read the special information which is to be had, dealing with this subject, such, for instance, as they may get from their trade paper, they will better know their goods. To sell a product successfully, Mr. Nishimura believes that the seller must be sold himself, and that he must be familiar with his products.

It might not be amiss to test one's teas, even. This could be done right at the store with very little trouble. A small heater and samples might be maintained such as jobbers and wholesalers have, and Mrs. Jones or Mrs. Brown could be given a cup of tea to try before she placed her order. It would mean some trouble, but the service given would result in much benefit accruing to the store.

Future Outlook Bright

Mr. Nishimura expressed himself as confident of the stability of future conditions. He believes that business men generally are sure that conditions will be sound. Records had been established with many firms during the war period and a great deal of money had been made. The world needed goods for reconstructive purposes and the great waste of war has to be replaced. This will call for large orders being placed everywhere and it will take long to supply this demand.

Fixed Price For Sugar Means High Molasses

Producers Decide to Hold for Present Selling Prices—If These Not Available Will Sell Crop to Sugar Refiners—Will Consumer Pay the High Price?

THERE is no indication at present that the grocer will be able to buy his regular grades of best molasses on any lower price basis than that obtaining for some months past. Prices will probably be no higher, but that they are likely to continue on as high a basis as that obtaining to-day is the confident belief of several large Montreal importers, and in support of this contention it was pointed out that producers were unwilling to offer their crops to the buyer on any lower basis than that which has ruled for several months. They are pretty sure to hold out, for it is further asserted that the basis now for the cane crops of Barbadoes and Cuba is such as to yield the farmer or the grower as good a price if he sells to the sugar refiner as he would obtain through selling his product to the molasses factory.

Puncheons Cost $10

The old charge for red oak puncheons was about $4 apiece. This has advanced from time to time until to-day the shipper has to pay $10 for the same container. Coopers' wages have been responsible for this in part, and material has become scarcer and, therefore, costs more.

Another big item that has added materially to the cost of molasses is that of largely increased freight. Some have entertained the belief that, with a return of better shipping facilities and more ships, rates would decrease. This would be true were it possible to get the necessary increase of shipping. Great stocks of all kinds, it is pointed out, have accumulated here and there at Atlantic ports for shipment everywhere and as yet the shipping owners are holding out for the inflated rates. Even though several ships have recently come into the carrying trade between Barbadoes and the United States, importers claim that this has not made, and will not make for some time to come, any considerable difference. Changes made during the war have also thrown the burden of insurance risk, etc., more directly upon the importer. He has had to arrange for the assumption of this before his order would be shipped. To-day it costs about $1 per Imperial gal-

ion to lay fancy Barbadoes molasses down in Montreal.

Stocks and Prices

Just what amount of molasses is on hand in Canada at this time it would be difficult to state. One large seller thinks there is enough to last until May. Another stated that some would probably not require to buy more for a longer period. But it seemed to be the opinion that if distribution were effected these holdings would not spread very far.

The high price asked for the fancy grades of best molasses has naturally brought many other syrups of one kind and another on the market. This has probably curtailed the use of the high-grade goods somewhat, for the syrups offered were to be had for much less money. In parts of Canada where molasses has been used for generations the people seem still to want it, regardless of price, although enquiry has elicited a difference of opinion on the part of jobbers in touch with this trade.

There is no doubt that there will be plenty of molasses if the consumer is willing to pay the price. If he is not, then the cane will go to the sugar refiner and the sugar stocks will be that much greater as the season advances. For the producer, as before stated, will sell his product at the highest figure.

OFFICERS OF TRAVELERS' ASSOCIATION

The following is the result of the election of officers and directors to the Board of Management for 1919 of the Commercial Travellers' Association of Canada:

President. C. J. Tuthill; first vice-president, Walter Moore; second vice-president, I. H. Dodgson; treasurer, E. Fielding. Directors, Toronto Board: F. J. Zammers. J. W. Charles, John Cormack, John Everett. John Curtis, Geo. L. Willmot, C. A. E. Colwell, R. G. Hector and M. Matthews.

Hamilton Board: First vice-president, C. C. Syme; second vice-president, Geo. A. Matheson. Directors: H. G. Wright, E. J. Fenwick. P. A. Sommerville. John Stoneman, R. L. Hunter and W. H. Dean.

NORTH-WEST COMMERCIAL TRAVELERS HAVE RECORD YEAR

The North-West Commercial Travelers' Association held their 36th annual meeting in Winnipeg recently where the following officers were elected for the coming year:

President, O. H. Dingman; secretary, J. C. Cox; treasurer; J. E. Holland; vice-presidents, J. P. Minhinnick, J. R. McMullen, F. J. Lumsden, H. M. Creswell. Executive committee: Geo. R. Bolton. W. J. Platt, Geo. Harvey, J. Stevens, S. J. Godwin, Jack Snydal, H. Turner, A. N. Dupe, A. Webber, Major C. M. Scott, W. J. Snell, R. S. Malcolm, S. E. Dean, J. M. Lamb. F. F. Cawsey.

Provincial Board for British Columbia, 1919: President, J. J. Whalen; vice-president, F. J. Hall; treasurer, E. A. Baker. Directors: A. R. McFarlane, F. Pritchard, C. Longhurst, H. W. Taylor, R. D. Kenny, E. W. Dean, J. L. Loutit.

All the above were elected by acclamation.

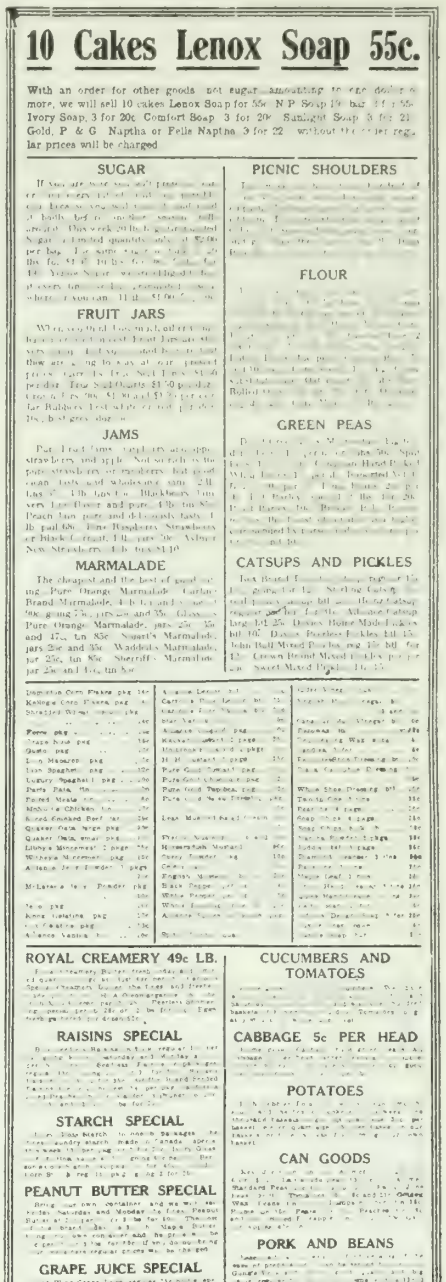
Saskatchewan Advisory Board: President, J. J. Gilmore; vice-president, R. W. Burch; treasurer, Norman Musgrave. Directors: H. P. Rogers, E. N. Cawsey, E. B. Gass, T. Fox, W. C. Bell, W. Claffie, T. D. Ross.

Alberta Advisory Board: President, A. M. Mouat; vice-president, W. A. Logan; treasurer, G. S. Kellaway. Directors. C. G. Davidson, I. D. McFarlane, S. S. Savage, W. B. Pitfield, A. H. Ferguson, J. D. McDonald and O. Davis.

The annual statement for the fiscal year, ending November 30, was presented and showed a very gratifying result on the year's business, there being a substantial increase both in membership and assets of the association.

The mortuary claims were considerably larger than usual, owing to the large number of members who died from the Spanish influenza, the claims amounting to close to $10,000. The majority of these deaths occurred almost within a period of two weeks, and just before the travelers were called off the road.

The hotel situation was discussed at some length, and the consensus of opinion among the travellers clearly showed that the present condition of hotel accommodation is well nigh unbearable. and that legislation must be enacted by the provincial government at the next meeting of the House to relieve the situation.



The accompanying cut is a reduced copy of one of the advertisements of the Carroll stores, Hamilton. It is suggested as an example of how the merchant can make his advertising effective. It tells, as the advertisements of the departmental store tell, just what the customer would want to know about the goods. That is the highest kind of advertising, to create need in the reader's mind, to meet an objection before it is raised, and to always and all the time lay the stress on selling the goods.

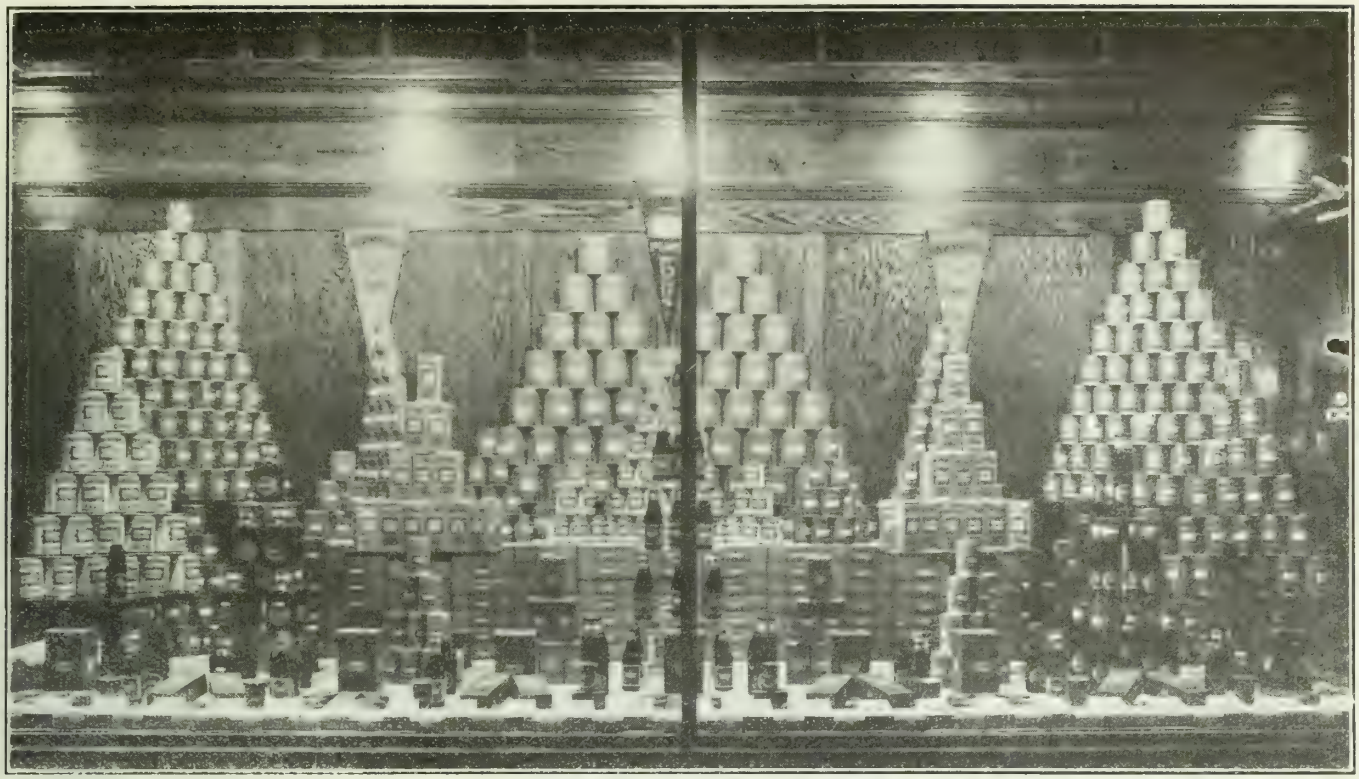
TEA IMPORTS GREATLY CURTAILED IN FEW MONTHS

As showing the decrease in tea imports into Canada, it is interesting to note that but seven million pounds have been brought in during the past seven months. This registers a decrease of twenty million pounds over the comparative period of 1917. The figures, in round form, for the last seven months of 1917 were 27,000,000 pounds and those for the same period of 1918 just 7,000,000 pounds.

A feature of considerable importance is that Europe can come to Canada and buy for less money than she can at the producing points—freights, etc., considered. That there will develop a very considerable trade for this source is expected by Montreal tea importers, and prices are expected to advance in the course of the next few months.

CANADA'S ENORMOUS EXPORT OF FOOD PRODUCTS

Nearly a quarter of a million tons of meats, dairy products and eggs have been purchased by the British Ministry of Food in Canada up to the end of 1918. The exact total is 468,150,000 pounds. The provision section purchased directly 153,453 tons, made up of 86,438 tons, bacon and ham, 420 tons lard, 222 tons butter, 1,674 tons milk, 4,533 tons preserved meat, and 60,164 tons frozen meat. In addition to this, the Dairy Produce Commission, on behalf of the British Ministry, purchased 80.622 tons of food, made up of 65.955 tons cheese, 3 988 tons butter, 10.334 tons milk, and 345 tons aggs, a combined total of 234,675 tons.



An effective type of window display for use at the present season

MATTHEWS - BLACKWELL, LTD., HOLD SALESMEN'S CONVENTION

The annual salesmen's convention of Matthews-Blackwell, Ltd., was held in Toronto, on Monday and Tuesday, December 30th and 31st, in the Board Room of the company. On Monday evening a banquet, attended by sixty men, including travellers, district plant managers and outside representatives from all over Canada, was given at the King Edward Hotel.

Addresses were delivered by various officers of the company, including an address on "Salesmanship" by S. S. Blackwell, vice-president. Albert Matthews addressed the men on "Advertising," pointing out the manner in which advertising was being linked up with the sales plans. The work of the travellers, he explained, was being aided by trade paper publicity, and the dealer, in turn, was being helped, and his sales stimulated and increased by the extensive and widespread advertising in newspapers and magazines. His address was instructive, inspirational and optimistic, impressing very forcibly on the salesmen the fact that the company was co-operating and backing them up in every possible way.

Mr. Phelp gave an enlightening address on the subject of "Beef," using various cuts of the meat to demonstrate his points.

"Short Term Credits" was the subject of Mr. Park's talk.

Mr. Law spoke on "The Value of the Trademark," setting out the importance of familiarizing the public with products of quality by means of the trademark. When a trademark has been established in the minds of the public and backed by goods of irreproachable worth, they become inseparable—this being proven by the fact that when people see the "Rose" trademark they immediately connect it with the best in ham and bacon.

A general sales talk was delivered by Mr. McLean, sales manager.

Matthews-Blackwell, Ltd., have been established since 1852, and their growth and progress is exemplified in the fact that their branch houses stretch from Winnipeg to Halifax inclusive, and taking in Fort William, Sudbury, and Sydney, C.B. The Halifax branch is now in course of erection. Plants are located at Toronto, Montreal, Hull, Peterboro', and Brantford.

Matthews-Blackwell products, including eggs, butter, Rose Brand ham, bacon, lard, and sausages, and the famous Snowflake Brand shortening are being nationally advertised in the daily newspapers and magazines.

The convention proved a remarkable success, and sent the salesmen out with renewed energy and optimism, resolved to make 1919 the biggest year in the history of the company.

W. H. MALKIN CO., VANCOUVER, HOLD ANNUAL BANQUET

The selling force of the W. H. Malkin Company to the number of forty-two met at the Hotel Vancouver recently on the occasional of the anual banquet. During the dinner Frank McIntyre, who has been with the firm for twenty-one years, was made the recipient of a handsome travelling case on the eve of his departure for the South, where he will spend a year in search of better health. Walter McNaught, in a neat speech, made the presentation which was suitably acknowledged by Mr. McIntyre.

W. H. Malkin, who acted as toastmaster, in the course of his remarks, urged the salesmen to be straight and upright in all their dealings as they wielded a tremendous influence in the communities in which they worked. J. P. D. Malkin, the manager, referred to the importance of the wholesale grocery in the community. It was, he said, the important factor in keeping down living costs. He explained this by saying that the wholesaler acted as a distributor for the manufacturer, who was thus enabled to market his products at a minimum of expense, which worked out ultimately to the benefit of the consumer.

Secretary J. F. Malkin spoke on the value of co-operation and the necessity for each department to work in harmony with the others. H. W. Taylor, the sales manager, gave a selling talk, stating that the motto for the year would be "more pep." There would be more competition this year than ever before. Twelve members of the staff would be returning soon from overseas and would be added to the selling force. This would have the effect of stimulating the older men to greater efforts. Other houses, he said, would doubtless be under similar conditions. In a short earnest address W. W. Boulton proposed the toast to "Our Soldier Boys," which was responded to by Lieut. Walter Fail, a member of the 16th Canadian Scottish, who went overseas with the battalion in 1914 as a private.

Following the banquet that was held in the afternoon the staff gathered at the Arena rink and spent the remainder of the afternoon in skating and games.

Providing Against Detention and Waste

Produce and Vegetable Committee of Canada Food Board Active in Preventing Waste Through Delayed Handling of Perishable Foods

By Canadian Grocers' Representative at Ottawa

THE work of the Fruit and Vegetable Committee of the Canada Food Board has been interesting and useful to the trade. With its formation the whole question of "spread" was considered. The committee summoned representatives of the wholesale and retail trade to Ottawa, questioned them as to profits, cost of operation, etc., in order to find out what the spread was in this business. The result of the conference was that the committee of the board decided that it was not necessary to fix the spread. Considering the losses on such perishable commodities as fruit and vegetables, the profits were not considered excessive.

They required each dealer, however, to give the board a semi-weekly statement of the quantity and price of apples and potatoes sold. This was done to ascertain if hoarding were being practised. At the end of the 1917 marketing of those commodities they were satisfied that there was no attempt at hoarding or profiteering.

No Combination Shown

Complaints had been made that there was combination among the fruit houses in the West to keep up prices. This suspicion was no doubt largely due to the fact that one concern apparently had control of the trade there. The matter was investigated, but no trace of this was found. The independent growers in the Okanagan Valley, having their own selling agents, provided healthful competition.

There were two orders passed to assist the work of this committee which, while they incidentally aroused some opposition, were, the Board maintains, of the greatest usefulness in handling the food supply. They were: (1) the Detention of Cars order; (2) the Waste order.

The first provided that all agents of carrying companies must notify the Board when any car was held longer than four days; the second gave the Board power to take action to prevent waste, even to the extent of seizing and selling the goods. These two orders, worked in conjunction, have, says the Board, been the means of saving tons of food.

Saving Food

In normal times, the shipper forwards his car of, say, potatoes, with draft attached to bill of lading. The market goes bad, or for some other cause, the goods are refused by the consignee except at a great reduction. The shipper is not satisfied to sell at the price offered; and neither is prepared to make a move regarding the goods, for fear of prejudicing his case. In the meantime, the food is spoiling. Under the power of the orders above mentioned, the railway agent notifies the Board of the situation. The Board gets in touch with the consignee to know why he has refused the goods; and the consigner is also notified that the Board is acting. If an adjustment is not at once made between them, delivery taken, and waste prevented, the Board seizes the car and sells the food, and after paying transportation and the cost of its own operations, remits the net proceeds to the owner. In this manner the Board has handled about fourteen hundred cars; and the system has worked so well that it has been necessary to seize only a small percentage of the number.

The Board had, of course, to be alert for that factor of human frailty which is not confined to the produce trade alone. There was a case where a consignment of twelve cars of potatoes was refused. Incidentally, it might be mentioned that the market had fallen. The goods were inspected and found to be in good condition, and the consignees were informed they must take delivery; which they did.

Board Has No Power of Cancellation Unless Waste is Shown

The exact powers of the Board have not always been understood. There has been a demand for the cancellation of licenses in cases where the consigner thinks the consignee has not played fair. The Board has no power to cancel a license where the consigner refuses to take delivery or repudiates his contract, unless by such action there is waste. They can then cancel his license as a preventive measure. "Waste" is the essence of the Board's power of action.

A Case in Point

There was a case of a car of corn which came in heated last spring. The railway agent notified the Board that the car was held at his station beyond the four days. He forwarded the waybill to the Board. It wired the shipper. He replied that the car was sold to certain people, that they had paid his draft, and he had no further interest in the matter. The consignee, on being applied to, said the car had been delayed three months, and although the draft had been paid, the car was abandoned to the railway, and he was taking action to recover. The Board next applied to the railway, who said they refused to accept the abandonment. Meanwhile, the bill of lading was passing through the mails. The railway was notified that unless the car were unloaded at once it would be seized. The Board then ordered it to the elevator to be dried; it was then placed in the hands of a reputable dealer for sale. This was done, and all parties concerned notified that the Board would hand the proceeds to the owner when the courts ascertained who he was. In normal times this car would have gone to the nuisance ground, while waiting for the action of the courts. The Board acted the part of a salvaging agency.

THE CHRISTMAS WINDOW CONTEST

The result in the Christmas Window Contest of CANADIAN GROCER will be announced in next week's issue. The two first prize winning windows will be illustrated at the same time. The contest this year has been an unusually successful one, photos having been received from many different sections of the country, and all show a very high measure of merit. Another contest will be announced later in the year.

MAKE PRESENTATION

Sales Staff Canada Starch Co., Toronto, Present Joseph Ruddy, Manager, With Address and Travelling Companion

At the annual conference of the sales staff of the Canada Starch Co., Toronto, Joseph Ruddy, manager, was presented with an address and gentleman's travelling companion. The presentation was made at the close of the convention proceedings, which took the form of a discussion of the outlook for 1919. The keynote of the convention program was, it was stated, optimism and enthusiasm. Luncheon was held at the Walker House.

The text of the address, which was signed by those in attendance, was as follows:

"Dear Mr. Ruddy:—

"Another year is fast drawing to a close, and one that has been indelibly stamped on the minds of all of us as the greatest year for Britishers in the history of the world. This, too, has been a record year in so far as the business that we are connected with is concerned. We believe that great credit is due your very capable management of the affairs of the company for the success we have attained. We, the undersigned members of the Toronto travelling and office staff, wish to express our deep appreciation of your wise counsel and kind consideration of us at all times, and to assure you of our most hearty co-operation during the coming year. Our wish is that you may be long spared to manage the affairs of the company, and that you may enjoy a Merry Christmas and a Happy New Year.

We ask you to accept this gift as a slight token of the esteem in which you are held by all of us." Signed, E. Stark, E. R. Nichols, Wm. Simpson, W. T. Wickham, J. T. Paul, D. I. Williamson

H. P. Eckardt & Co. Say Farewell to Head Salesman

AS the culmination of a two days' sales conference of H. P. Eckardt and Co., wholesale grocers, Toronto, and as a means of saying farewell to a fellow employee in the person of John W. Charles, who leaves the road after twenty odd years spent in the service of the company to become manager and buyer of the Marland-Woolnough Co., Niagara Falls, Ont., a very interesting and enjoyable banquet was held at the Ontario Club under the auspices of the company, on Friday, Jan. 3.

Those present at the gathering were, with one or two exceptions, either at present associated with the H. P. Eckardt Co., or had been in its employ in the past. While the banquet concluded days of strenuous business discussion, business topics did not so much as show their nose during the course of the evening.

There was a sheaf of songs that did much to get things moving briskly, and to fill up the intervals between the courses, and there was the anticipation of that story of "Bob" McCrae's, and there was incidentally a very good dinner.

The dinner once disposed of, H. P. Eckardt in a series of happy speeches, introduced the speakers of the evening. It was then that the real character of the banquet was known beyond question. When the chief had told of the coming to the store of a young Scotch boy, just out from the Old Land, 24 years ago, and had recalled many amusing incidents of the years past, there was little doubt that, from the head of the firm down, the main idea of the gathering was to do honor to the brilliant salesman and generous friend, who was leaving the close associations of years, to embark on a new phase of business. In replying, Mr. Charles spoke of the long years of friendly relationships that would be changed, but not broken, by the change in occupation. Speaking further of the reorganization period ahead, he dwelt on the great influence of the traveller in stabilizing business, and in maintaining a sane and courageous outlook. As he resumed his seat a medley of voices from the rear burst into the well-known refrain of "Smiles" to the following words:

John sells tons of goods in Brampton;
He's the big noise in Owen Sound:
And he burns things up way up in Shelburne.
And in Guelph the rest don't sell a pound.
And they fall for John in good old Georgetown,
And they fall for him where e'er he calls,
And they say he's taken on a new town,
And at last old Niagara Falls.

Now it's cold in old Niagara,
And they're shov'ling snow there, too:
But when John takes hold at Marland- Woolnough's
They will learn to shovel something new.
They will need to buy a lot of shovels,
And the push carts will be brimming full,
For when John gets down to work in earnest,
He can sure spread a lot of bull

Later in the evening Mr. Charles was made the recipient of a handsome gold watch, presented by Mr. Eckardt, as a token of the friendship of his fellow employees. Then followed other speeches, all happily introduced by Mr. Eckardt with some reference to old-time experiences. A. J. Chalue, a veteran traveller, who had worked the north country for the firm ahead of the railway, spoke of incidents of the old days. S. P. H. MacKenzie, formerly sales manager of the H. P. Eckardt Co., and now of the S. H. P. MacKenzie Co., grocery brokers, spoke of his associations with Mr. Charles in the days past, and of the friendly relationships that had always existed among the members of the staff. E. Cutmore, a Brantford jobber, who was discovered in the city, and promptly invited to the banquet, enlivened the gathering with some stories. B. S. Hooey, formerly with the company and now a partner in the S. H. P. MacKenzie Company, and A. S. May of A. S. May & Co., manufacturers' agents, another old employee, also spoke of the pleasant happenings and memories of the days when they were associated with Mr. Charles in the H. P. Eckardt Co. William Charles, of the W. G. A. Lambe Co., and Herbert Charles, of the William Davies Company, brothers of John Charles, and B. T. Huston and J. L. Rutledge, of CANADIAN GROCER, also spoke.

John W. Charles, who for upwards of 20 years has represented H. P. Eckardt and Co., Toronto, is leaving the road to become Manager of Marland-Woolnough, wholesale grocers, Niagara Falls. John is here seen with the son and heir, aged two and a little bit.

John Charles, who had such a pleasant send off, will carry with him into his new field of labor the best wishes of a multitude of friends. For twenty years he has travelled up and down the Province of Ontario, starting as a mere boy, and everywhere he has gone he has made friends by his buoyant good humor and his scrupulously fair dealing. His decision to leave the road for a more settled form of life will be a real loss to the merchants in outside points, who have grown accustomed to see John's form darkening the doorway, and his smile lightening the store. His comrades of the grip, too, will miss him not a little, even while they are glad that fortune has been kind to him. He has always been active in all affairs that affected the traveller, is a director of the Dominion Commercial Travellers' Association, and a member and past president of the Drummers' Snack. There will be no dissenting voice in the chorus that wishes him well.

Those present at the Ontario Club banquet were:—

H. P. Eckardt, Jno. W. Charles, A. J. Chalue, S. H. P. MacKenzie, A. S May, Wm. Charles, E. Cutmore, Brantford, Ont., B. S. Hooey, H. Charles, Chas. F. Richardson, B. R. Brown, Geo. L. Scott, A. Harris, F. J. Bennett, R. J. McCrea, H. S. Peden, T. Dudgeon, A. McFarlane, J. O. Elton, E. J. Wood, J. M. Thom, C. J. Garfield, R. Boyter, H. C. Minett, W. A. Lawless, W. J. Robson, W. Kelly, C. Anderson, Jos. Hobson, H Jones, J. Boucher, E. Scruby, W. Eddington, J. Miles, C. E. Reid, J. Slemin, J. McKelvey, J. Entwistle, J. Ellison, W. Segee, A. Slade, T. Cummings, P. D. McLaren, W. Lambe, J. McRoberts, J. Mason, G. Geison, O. Eaves, E. Dreisinger, B. Palmer, C. Baker, R. Wood, B. Sweet, N. Eaves, B. T. Huston and J. L. Rutledge, CANADIAN GROCER.

PREDICTION MADE THAT MAPLE PRODUCTS WILL BE HIGH

It appears that the conditions surrounding the maple products market are such as to indicate a high price basis for the coming season. A large user of these lines in Montreal stated to CANADIAN GROCER this week that producers will not contract their supplies at low prices for the season ahead, expecting to receive a return on a parity at least with the firm quotations of to-day. It is also stated that buyers have been in the market here for available quantities of sugar and they have purchased these at stiff prices, as much as 32c per pound being paid.

A Case of Splendid Management

A Further Discussion of the Statement of a Canadian Grocer Who Does Business at an Expense of 11 Per Cent.—A Record That Would be Excellent But For a Few Minor Points

By HENRY JOHNSON, JR.

A FEW months ago I published the statement of a Canadian grocer who was doing business on an expense account of just under 11 per cent., 3 3-5 per cent. whereof was his own salary of $1,800 a year. His gross earnings were 17 per cent., so he had 6 per cent. absolutely net profit according to his statement.

Shortly afterwards I got an inquiry from a Texas merchant for details. He expressed doubts as to the correctness of the statement in general, and also noted the small sundries item, $17.83. He asked how bags, twine, paper, egg boxes, butter trays, oyster pails, counter books, etc., could be included in such a total. He questioned the small wages expense, also fuel and light.

I passed his inquiry directly to the grocer in Canada, and now have his reply. It mostly speaks for itself, as follows—and is worthy the most careful reading and study:

——, Canada, Dec. 15, 1918.

Dear Sir,—I have your recent letter with comments from the Texas grocer. First I want to thank you for the kind words of your article, and feel that they shall be an inspiration for me to push on for greater business and greater results. Now I will try to answer the questions of the Texan.

(a) How much help employed?

From February 1 to June 30, one man clerk and one on auto delivery. This gave me two inside and one out. Man on car gave considerable help in the store. Wages paid from February 1 to April 6, $15.00 to each man and 10 per cent. allowed one man on purchases. After April 6, wages advanced to $16.50 and 10 per cent. allowed driver on purchases, and $20 to inside man. I will admit I was getting help very reasonably.

On Saturdays I employ extra help, and sometimes during the week. Owing to certain arrangements I was able to make, I could get extra help almost whenever I wanted it, and for just as short or long a time as required. Since July 31 I have added a lady clerk, but on July 1 lost my delivery man, and have since used co-operative delivery.

I handled the $25,000 sales with, I believe, a small amount of help; but will say now that I am firmly convinced it was a mistake as better service could have been given if more help was employed, and possibly the extra help could have been paid for by extra sales.

In reckoning the statement I sent you I find one error in my expense account, which adds to my total expense the sum of $107.00. This was caused by the change of delivery I spoke of, commencing the last week in June. At that time I opened a special delivery account, to which was charged the amount paid the co-operative delivery, $97.00, and wages for the last three days in July, $10. This $10 appears on my books as an August amount, as it was paid the first Saturday in August. I regret this delivery omission, which was purely an oversight.

(b) Re Light.

I use electric light and believe in using plenty when you can get it; but everybody knows what the Hydro-Electric Commission orders have been—no window lights, no lights after store is closed, and cut down 25 per cent. on your normal use. Then my statement, the merchant from Texas must remember, was practically for the summer months. My light bill per month was as follows: February and March, $3.44; April, $1.26; May, $1.08; June, 65c; July, 68c—total, $7.11.

(c) Heat.

The $15.00 given in statement seems plenty as the period dates forward from February 1.

(d) Telephone—is at rate of $27.50 a year.

(e) Insurance—is on $4,000.

(f) Sundries—$17.83.

On this item I may be taken to task, and I plead guilty in a certain sense; but really I am not an entire convert to the ideas of the Texas merchant. None of the things he speaks of is included in expense, nor have I ever so included them yet in any year's business.

In a large percentage of the sales made, paper and bags are sold at the same rate as the merchandise. To-day practically no up-to-date merchant does business without a scale that gets him all that goes onto it; and, as a piece of paper will turn the scale, some person must pay for it. Not all paper and bags are thus sold, but who can state the amount sold and not sold?

We use butter trays for lard and shortening only, and they most decidedly are sold. Egg trays in our case are paper bags. Twine, perhaps, does not bring in any revenue whatever; neither do countercheck books.

Oyster pails I use for mincemeat, pickles and oysters. When used for mincemeat part if not all of the cost comes back. Regarding their use for oysters, I figure them into the cost of oysters just as surely as I do express charges or freight. I estimate as closely as possible the half-pint, pint and quart sales on every gallon and figure the cost of containers. Such cost, along with transportation charges, is added to the invoice cost, and from this figure I compute my selling price. The same applies to pickles. Just yesterday I sold six quarts of oysters to one customer, and when asked if any reduction would me made in the price, I asked: "Will you furnish your own container?"

If it were possible to add the total percentage desired to each article, then I would say, sharpen your pencil and figure everything you can possibly think of as an overhead or selling charge. To my mind, that is impossible in the retail grocery business, and if a merchant has a real good grasp on his expenses, over which there can be no doubt, why entail so much extra bookkeeping over items like paper, bags, etc., when really part might quite correctly be charged to merchandise and part to expense?

I will admit that twine and countercheck books do not bring in any revenue and could be and perhaps should be, charged to expense.

Suppose we admit that all the articles mentioned by the Texas merchant should be charged to expense, what are you going to do with the sales of waste paper, empty boxes, bags, etc.? These items were not bought as merchandise, and the merchant figures the sale of them as so much velvet, and I would like to know to what account you are going to credit the revenue received?

I debit merchandise with all purchases of the items listed in the Texan's letter, and credit merchandise with all "velvet sales." This year especially they have been of no small amount. The questions, I feel, are debatable, but I am always open to learn and adopt any right principle that will improve business conditions.

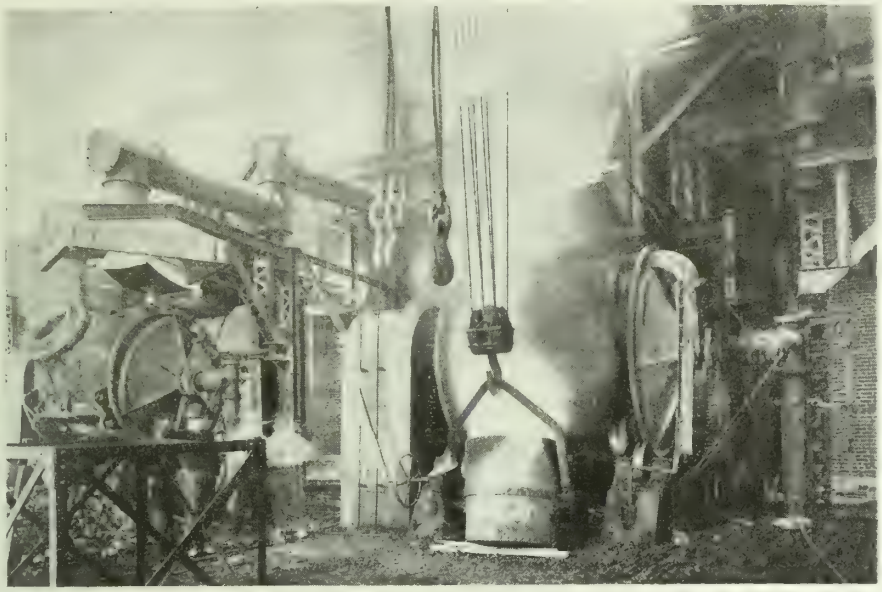
Yours truly, ———.

Must Revise Some Methods

It seems obvious, from what my friend writes, that laws differ in many details in the two countries—even as they do between states in the United States. For it no longer is lawful, in many of the states, for merchants to weigh in packages at all. This is carried so far that a ten pound bag of sugar must weigh the extra ¾ ounce or so needful to cover

(Continued on page 42)

Current Events in Photograph



POURING BLISTER COPPER FROM A BIG CONVERTER

The photo shows the molten metal being poured into a casting ladle after separation from the nickel. This is part of the process of refining that goes on at the huge new plant of the International Nickel Co. of Canada, Limited, at Port Colborne. Canada controls the nickel output of the world and the Port Colborne plant which has only been in operation a short time was the first refinery built in the Dominion.

U. S. WILL PROTECT TRADE NO DUMPING OF SURPLUS

There will be no dumping on the general markets of the country of the huge stores of accumulated supplies belonging to the United States Government, according to a statement made by L. H. Hartman, chief of the Supply Property Division of the Office of Director of Purchase and Storage. He made this announcement before the Chicago Association of Commerce last week.

Mr. Hartman declared that steps would be taken to dispose of all possible surplus goods to governmental and semi-governmental agencies and large quantities will be disposed of through various relief organizations. According to his statement, while the supplies seem to be very large in amount, they would all have been exhausted within six months had hostilities continued.

Not only will the whole market be guarded against dumpage, but foreign markets are being watched closely for the opportunity to dispose of some of the surplus. He declared that nothing will be offered for sale until every possible consideration has been given as to what effect the offering will have upon normal market conditions, the maintenance of normal prices and labor conditions.

FINANCING PURCHASES OF ALLIES IN CANADA

AN arrangement has been concluded with the British Government by the Canadian Minister of Finance whereby credits to the amount of nearly two hundred million dollars will be available for the coming year.

Fifty million dollars of this amount will be necessary to carry into effect the operations of the Imperial Munitions Board of Canada. Another fifty millions will be required for the purchase of this year's grain crop, for which purpose a large sum has already been arranged. The balance, one hundred millions, will be expended in the purchase of foodstuffs, which will include meats, lard and dairy products, and many other Canadian products.

An improvement in exchange conditions between Britain and America is anticipated in the near future, but until this actually takes place, Canada will likely continue to secure large credits for the purchase of our own products.

WAR BOARD REMOVES TIN PLATE RESTRICTIONS

THE United States War Trade Board announces in a new ruling (W.T.B.R. 446) that the restrictions hitherto existing on the exportation of tin and tin plate have been removed, as the necessity for strict conservation of tin and its products no longer exists.

NEW BANKRUPTCY ACT MAY BE RECOMMENDED

WHILE no action has as yet been taken by the committee which was named to work out the details of a Bankruptcy Act that will be less cumbersome than the legislation that is at present in effect, it is expected that a meeting will be held shortly and that recommendations will be made to be presented at the next session of Parliament. The question is one that is of much importance, both to manufacturers and retailers who have been greatly inconvenienced by the lengthy processes of the law as it now stands. Considerable expense is attached to the present methods and it is expected that a quick working act that will reduce expenses to a minimum will be suggested.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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FOOD BOARD NEARS END OF REIGN

A PRESS announcement early in the week suggested that within the course of the next two or three weeks the Canada Food Board would become a thing of the past. While the Board has undoubtedly served a useful purpose in the past, it was by means of autocratic powers that could only be justified by very exceptional circumstances. It is a pleasing fact that the decision to abdicate their large powers at an early date emanates from the Board itself, and not as the result of any propaganda.

THE RETAILERS' SATISFACTORY POSITION

AFTER four years of war and all the hardships that war conditions entailed, the retail merchant is in the most satisfactory position that he has ever been. Henry Detchon, secretary of the Credit Men's Association, in a recent address stated that the Association had reports, complete in every detail, on every retail merchant in Canada. These records show every amount that is owing, every amount that is overdue and how payments are being met, and Mr. Detchon states that there never was a time when conditions were so favorable.

"A great many merchants," he stated, "who three or four years ago found it necessary to take long credit terms, are now taking their cash discounts. When a merchant gets into that position, he can assuredly be assigned to the prosperous class."

FOLLOWERS OF THE FAITHFUL HOUND

OUR democratic cousins across the line, are tireless in organizing all kinds of "Exalted Societies" for all manner of purposes. The latest of these is a national Association to be known by the grandiloquent title "The Exalted Society of Order Hounds." The society is to draw its membership from the order salesmen of all branches of commerce and industry. It is of a semi-secret and fraternal nature, and is formed with the intention of developing scientific selling methods and higher ideals in the lives of its members.

With that somewhat strange complexity of character that makes the sturdily democratic plain John Smith of the daytime yearn to be grand high potentate of something or other in his moments of leisure, the society has not only chosen the non-conventional name given above, but have designated their lodges as Kennels, etc., and their officers as: Senior Watch Dog, Junior Watch Dog, Official Growler and Big Barker.

There is a certain uniqueness about the nomenclature, but the ideals of the society are sound and good. Good luck to the apostles of the faithful hound.

ANOTHER INVESTIGATION GONE WRONG

THE Cost of Living Commissioner has just completed an elaborate series of investigations covering the cost of oranges to the public, and while blaming no one and admitting that no one had made unwarranted profits, announced that the selling price was too high and would have to be lowered. And just as this has been all carefully decided, on facts as they existed some months past, there comes the report of frosts in California that have seriously damaged the orange crop. Of course the conclusions in the light of these changed conditions are worth precisely nothing. It is rather questionable if they ever were worth very much. Look at it how you will, oranges do not seem to be the most important item for the Cost of Living Commission to favor with its attention. Moreover, fruit of all commodities is the least amenable to artificial regulation. The element of waste is a sufficient protection for the public against any tendency to hoard for higher prices.

The Cost of Living Commission continues to be notable for the results that it does not achieve and the inutility of its efforts generally.

THE GOVERNMENT CONFERS A BENEFIT

DURING the past few weeks CANADIAN GROCER has received a number of letters complaining more or less bitterly at the Government for requiring a statement of business on which to base war profit charges. In many instances the writers of these letters appear to think that the Government is unjust in asking for these particulars at a time

when help is so scarce, and when as a result this information is not available.

It may appear so to the man who is unprepared, but as a matter of fact, the Government, by demanding these figures, is doing him a kindness rather than imposing a hardship. No man can run a business blindfolded. And the merchant who is carrying on a business without a complete and accurate knowledge of turnover and costs is attempting to do just that. In these times more than in any other such a policy is suicidal, and anything that can better this condition, though it may appear hard at the moment, is an unquestioned benefit to the trade.

DO YOUR BEST FOR THEM

THE boys who have been "over there" are beginning to come home. A few thousands have already arrived and many thousands more will be on the way shortly. When they started away to fight for the flag most of them were assured by their employers "your job will be waiting for you when you come home again." Well, the boys are coming home and one of the most cheery things they can hear these days is a hearty welcome from the man they formerly worked for and the assurance that he will be glad to have them back in the store again just as soon as they can come. Some of the boys who are coming in the first lots are just getting over wounds and it will be some time before they can take the positions they formerly held, but it will comfort them a whole lot if they know the place is waiting for them. They have offered their best for the Dominion, for the Empire, and to help keep the world free, and giving them back their old positions is one of the very least things employers can do and yet it is a thing the boys will appreciate thoroughly.

PRACTICAL EDUCATION

EXTENSION of industrial and technical education and the getting away to a great extent of a lot of the more or less useless things at present in the curriculum, seems to be the policy which Hon. Dr. Cody, Minister of Education, is adopting. From the standpoint of business men and manufacturers, this is a move in the right direction. One of the great complaints of commercial men in connection with modern schools was that the product they turned out was not fitted to take its place in the stores, the factories or the warehouses and do the work competently. A great deal of extra training was nearly always necessary. Hon. Dr. Cody is planning, it is stated, as a start of his new policy to establish industrial and technical schools in the Brantford, St. Catharines, Welland, Thorold districts, where a great deal of manufacturing is done. Other schools it is expected will be opened later. Hon. Dr. Cody has stated that if the Dominion Government will do for technical and industrial education what it has done for agriculture great advances can be attained, and many men who might be a drag on the community will become an asset.

CHANCES FOR YOUNG MEN

ENDLESS opportunity for advancement has been one of the results of the war for the young men and women in business life in Canada. As a result of the general speeding up which was caused by the acute shortage of help Canadians as a nation are working harder and faster than ever before. In spite of all this activity many firms have been finding it impossible to handle all the work they have on hand. In order to keep everything moving and "carry on" to the best of their ability many firms have given youths who only a short time ago were the rawest apprentices all kinds of responsibilities. Many young men to-day are handling jobs which formerly were reserved for veterans. The value of training was never perhaps more forcibly emphasized in the history of the Dominion than since the war started. The young men upon whom responsibility was thrown realized at once that one of the quickest ways of rising to the occasion and making good was to read the best books and magazines published in connection with their particular line of work. The value of the technical books and magazines has been demonstrated in thousands of cases by the progress they have enabled ambitious young men to make. These young men have been making good because they concentrated with all their energies upon the tasks in hand and many of them have advanced more in the past four years than they would under ordinary circumstances in ten. They have taken and are still taking advantage of every opportunity to forge ahead. Many of them in the next few years will take leading places in the commercial life of Canada and they owe their chances for rapid development to the war.

NATIONAL TRADE MARK

THE disadvantage of being a neighbor of Germany, even though neutral, is being forcibly brought home to the people of Switzerland. The Allies have had every reason to suspect that, with the coming of peace, Hun manufacturers, knowing full well the consequences of the boycott raised against their goods in all Allied countries, planned to use Switzerland as a dumping off place for distribution. So widespread has this view become that legitimate Swiss trade is menaced and in order to try and avert as much loss as possible, Switzerland is adopting a national trade mark. Swiss exporters, nearly all of whom belong to a voluntary co-operative association, have decided to stamp all goods which they can guarantee were made in Switzerland, from Swiss products, with the word "SPES." They are going even further, before any exporter can use this mark he must be able to furnish proof that he was of Swiss nationality before July 1, 1914, or was naturalized for at least ten years. The association by not allowing the trade mark to be used indiscriminately plans to stop also the export of cheap or inferior goods which would tend to injure the national reputation.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

MANUFACTURERS OF "KLIM"

We would be obliged if you could give us the proper name and address of the firm who makes "Klim," which is a milk powder. Oppenheimer Bros. & Groth, Hudson St., New York.

Answer—The manufacturers of "Klim" and other milk products are The Canadian Milk Products Company, St. Patrick Street, Toronto.

EQUIPMENT FOR BAKERY

Kindly advise us of the addresses of firms manufacturing equipment for bakeries.—N. P. Cormier, 24 Patterson St., Amherst, N.S.

Answer—Ovens: John G. Pendrith Co., 970 Queen St. W., Toronto; Kirkbey's Patent Continuous Ovens, Ottawa South, Ont.; Warren Manufacturing Co., 982 King St. West, Toronto; Brantford Oven & Rack Co., Brantford, Ont.; Brick Oven & Construction Co., 52 Pleasant Ave., Toronto. Machinery: Hobart Manufacturing Co., Church St., Toronto; Wm. & J. G. Greey, 6 Church St., Toronto; Pendrith Machinery Co., 970-972 Queen St. W., Toronto; C. Wilson & Sons, 92 Esplanade East, Toronto; Fletcher Manufacturing Co., 29 Hayter St., Toronto. Pans, etc.: White & Thomas, 212 Simcoe St., Toronto.

WHERE TO BUY COAL

Please let me have a few addresses where I can buy coal by the carload.—O. V. Van Luyse, Swan Lake, Man.

Answer—Better get in touch with the Provincial Fuel Controller at Winnipeg, as there are some restrictions on the purchase of coal. The following are the names of some Canadian coal handlers; Nicola Valley Coal & Coke Co., Vancouver, B.C.; Nova Scotia Coal & Coke Co., Vancouver, B.C.; Ainsley, Pruitt Coal Mining Co., Medicine Hat, Alta.; Diamond Coal Co., Calgary, Alta.; Reliance Coal Mining Co., Taber, Alta.; Royal Collieries, Lethbridge, Alta.; Strathcona Coal Co., Strathcona, Alta.; Wellington Collieries Co., Victoria, B.C.; Western Fuel Co., Nanaimo, B.C.

REGARDING PARTNERSHIPS

As I will be a partner with my brother soon anything you could publish regarding that matter will be read with much interest.—P. Larochelle, Farnham, Que.

Answer—An article dealing with the question of partnership appears in this issue.

MARKET FOR BEANS AND PEAS

Where can I find a market for beans and peas? Can supply in car lots or smaller quantities. Give names and address of buyers.—S. Cohen, Bristol, Que.

Answer—There is not a very brisk demand for either of these products, especially beans, at the moment, the market is glutted. It is possible that the following firms might be interested: Hudon, Hebert & Co., and Laporte, Martin & Co., Montreal; W. H. Millman & Sons, Toronto.

PAN DRIED APPLES

Kindly give me the addresses of firms that keep pan dried apples for export.———, Auburn, Ont.

Answer—We presume that sun dried apples are referred to: the quantity is limited. W. H. Millman & Sons, Toronto, are purchasers of these goods.

RE FLOUR AND FEED LICENSE

Is it still compulsory to have a license to retail flour and feed? Can a license be procured by a person who has not previously been selling flour and feed? What is the penalty for retailing flour and feed without a license? Please give names of firms and addresses of wholesale coal dealers.—Subscriber, Bedford, Que.

Answer—Yes. While most of the restrictions governing the sale of flour and feeds have been withdrawn, Order No. 22, which requires a retail license for the sale of flour and feeds, has not been repealed. 2—Yes, by application to the Canada Food Board at Ottawa and on payment of a $2 fee for every $20,000 of business. 3—The provisions of the act, covering the penalties for all infringements, reads as follows: Any person violating any of the provisions of these regulations, is guilty of an offence and shall be liable on summary conviction before a Police Magistrate or two Justices of the Peace to a penalty not exceeding one thousand dollars, and not less than one hundred dollars; or to imprisonment for a period not exceeding three months; or to both fine and imprisonment. A grocery or general merchant's license would, however, entitle the holder to deal in flour and feeds 4—Wholesale coal dealers: The fuel situation is so uncertain that it is difficult to advise. Better apply to Fuel Controller McGrath, at Ottawa, or to the Provincial Fuel Controller, Quebec. Nova Scotia Steel & Coal Co., New Glasgow, N.S., and Standard Fuel Co., Toronto, are wholesalers.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

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SPAIN HAS LARGE SURPLUS OLIVE CROP

The Province of Jaen, Spain, the most important olive district, is expected to produce a large crop, and the outturn therein will probably offset production decreases elsewhere in the south of Spain. On the whole, a good average yield is looked for—estimated now at about 300,000 tons of oil.

A rather complex situation exists in the oil trade. According to estimates recently discussed by the Spanish Chamber of Agriculture, the stock on hand at the beginning of 1918 aggregated 450,000 tons. Of this quantity 400,000 tons represented the pressing of the 1917-18 crop and 50,000 tons the surplus remaining from the previous year. Allowing 200,000 tons of Spain's annual domestic consumption and deducting the quantity authorized to date for export, the net stock of oil available for shipment is calculated at 150,000 tons.

All available storage space (including newly constructed tile-lined tanks, barrels—in fact, any receptacle that will serve to contain and properly preserve oil) is now taxed to the utmost, and the problem of finding storage facilities for the coming crop is causing anxiety to growers and shippers. It seems to be the general opinion that unless some arrangement is arrived at, permitting the export of fine oils to the United States (Spain's most important market for the refined product) heavy losses will be caused.

Prices of oil have been fairly well maintained, despite difficulties connected with export and the uncertain shipping prospect. One reason seems to be that stocks are held in strong hands—moneyed speculators or growers; furthermore, that frequent rumors respecting an early relaxation of export prohibitions have so far served to strengthen or support the market.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

W. J. Dalton, grocer, St. John, N.B., is dead.

Edward Sonier, general merchant, College Bridge, N.B., is dead.

A. C. Smith & Co., wholesale produce, hay and feed merchants, St. John, have suffered loss by fire.

The warehouse of A. C. Smith & Company, Ltd., West St. John, was almost entirely destroyed with its contents of hay, oats and feed, by fire this week. The loss was about $20,000, and this was covered by insurance.

The part that grocery men take in the cultural as well as the business and public life of St. John. is illustrated by the election of T. H. Estabrooks and W. F. Hatheway as vice-presidents of the St. John Art Club this week.

Among the grocery men appointed as chairmen of committee by the council of the St. John Board of Trade for the year 1919 are: T. H. Estabrooks, agriculture and immigration; G. E. Barbour, coastal services, and A. H. Wetmore, wholesale interests.

The St. John Board of Trade is arranging for a public meeting at which addresses will be given by prominent men, and at which consideration will be given to a peace programme of civic development, along the lines of commercial, industrial and other forms of activities.

Lieutenant A. E. Ingram, who before going overseas was foreman of T. H Estabrooks & Company's tea packing plant, St. John, who has been thrice wounded, and who won the military cross and was promoted to commissioned rank for services in the field, was married recently in England to Miss Alma May Doris Burgess.

Plans for the formation of a club with local club rooms where commercial men may make their headquarters during their spare time, were considered and approved at a meeting of travellers residing in Fredericton this week. The meeting also discussed plans for mutual protection, in accordance with proposals laid before the Maritime Commercial Travellers' Association.

The purpose of the Government in issuing Thrift Stamps was laid before the executive of the St. John Retail Merchants' Association by Sir Douglas Hazen this week. At a subsequent meeting of the association a resolution on the subject was adopted. It reads as follows: "Resolved, that we, the St. John branch of the Retail Merchants' Association, are glad to be able to help in any way we can towards getting our people generally to take up the idea of saving through the 'Thrift Stamps' now being issued by our Government, and to this end we feel that every merchant in St. John, no matter whether his business be large or small, should have thrift stamps on sale in his store, and further, we feel that our merchants will take a personal interest in having thrift stamps introduced to their customers, knowing also that it is a fact that everyone who has the idea of saving is a better citizen and always more valuable to the community."

THE LATE JOHN C. MacDONALD
President of the MacDonald-Chapman Co., Winnipeg, and of other large interests throughout the West, the news of whose untimely death was reported in last week's issue.

Quebec

The assets of the estate of J. O. Diamond, Shawinigan Falls, are being sold.

Philemon Bernard, general merchant, St. Louis de Courville, has suffered loss by fire.

W. J. Roberts, of Grace & Co., importers of coffee, etc., is in Halifax this week.

The partnership of Corriveau & Freres, grocers, Quebec City, has been registered.

Fred Archibald, of the Donald H. Bain Co., of Winnipeg, was this week a visitor to Montreal.

Cecil T. Gordon, Montreal representative for Dominion Canners, Ltd., was indisposed for a couple of weeks.

C. Ritz. Montreal manager for Robin Hood Mills, Montreal, spent the new year holiday at his home in Ontario.

Fred S. Whittall, managing director of the A. R. Whittall Can Co., Ltd., has returned from active service and is again at his desk in Montreal.

J. L. Freeman & Co., Montreal, manufacturers' representatives, have removed this week to room 122, Board of Trade.

G. C. Duncan, Montreal manager for the Cowan Co., Ltd., has been in Toronto for a couple of weeks.

J. H. Magor, of Magor, Son and Co., Ltd., Montreal, was in New York this week.

Geo. W. Brown, of the Atlantic Sugar Refineries, Ltd., was this week in St. John, N.B.

V. A. Olivier, wholesale and retail fish dealer, Sherbrooke, was this week a visitor to Montreal. Mrs. Olivier accompanied him.

E. C. McKeown, Quebec representative of the Canada Starch Co., is this week a visitor to the head office at Montreal.

The Swift Canadian Co. held a convention of their sales staff in Montreal, at which various topics relating to this field were discussed.

Tom Ward, of Joseph Ward and Co., wholesale grocers, Montreal, was the unfortunate victim of a painful accident in which he fractured a couple of ribs.

Owing to the fact that Monday last was a general holiday among French Canadians, many of the wholesale houses were closed for the day. This date is held each year for the observance of what is known as Little Christmas.

The president of Gunn, Langlois & Co., Montreal, Charles Langlois, together with the sales force headed by John I. Brown, sales manager, and Harper R. Gray, joint manager, were in Toronto last week attending the convention of Gunns, Limited.

S. G. Bendon Utility Co., 87 Notre Dame St. West, Montreal, have recently been appointed as agents for Canada and Newfoundland of H. J. Blodgewett Co., Boston. They will handle various grocery lines put out by this firm. They are also the Montreal agents of O. Loane Kiely Co., Vancouver, imported dried fruits, beans, peas, etc.

Ontario

Daniel Jackson, of Jackson & Son, grocers, Guelph, is dead.

G. H. McDonald, general merchant, Warwick, has sold out to Roy Janes.

P. A. McLaurin, general store, Vankleek Hill, has been succeeded by C. J. Campbell & Co.

M. W. Hoth, Port Sydney, was a visitor at the office of CANADIAN GROCER this week.

R. E. Evans, of Union, is moving from his present stand to a new store in the Lindenman block.

G. H. Thomas, general merchant, Gladstone, has sold out to A. M. Ferguson.

Daniel Jackson, of Jackson & Son, wholesale and retail grocers, Guelph, is dead.

Fire in the Glennie & Moore Cold Storage warehouse, Galt, caused damage estimated at $40,000, partially covered by insurance.

The grocery store of Kaplan & Swartz, Glengarry and Wyandotte Street, Windsor, was recently entered and cash and goods to the value of $15 removed. Entrance was gained through a window in the rear of the building.

General elections for president, vice-presidents and directors of the Border Retail Merchants' Association will be held on Tuesday, February 4th, at the end of the fiscal year of the organization. Nomination day has been set for Tuesday, January 21st.

Western

F. J. James, Beadle, Sask., has sold out.

John Ferguson & Son, Regina, has sold out.

Lumick & Hanack, grocers, Saskatoon, Sask., have sold out.

P. P. Jany, general merchant, Main Centre, Sask., is dead.

E. Barrie, butcher, Pipestone, Man., has sold to Harry Moore.

J. Ash, Kelwood, Man., has been succeeded by Ash & Belford.

The White Grocery, Moose Jaw, Sask., has discontinued business.

Nellie Lewis, grocer, Nokomis, Sask., has been succeeded by J. J. Rathjen.

Glow & Zack, general merchants, Wymark, Sask., have suffered loss by fire.

Robertson & Both, general merchants, Saskatoon, Sask., have suffered loss by fire.

Mock & Kastner, general merchants, Carlton, Sask., have dissolved partnership.

Henry A. Buchanan, general merchant, Carlyle, Sask., is discontinuing business.

J. B. Taft & Co., Ltd., general merchants, Grande Prairie, are discontinuing business.

Carey & Munog, grocers, Weyburn, Sask., have been succeeded by Carey & Hamilton.

The Crescentwood Meat Market & Grocery, Winnipeg, has been succeeded by the Crescentwood Grocery.

John J. Bildfell, formerly a member of the firm of Thorvardson & Bildfell, doing business under the firm name of the Central Groceries, as general merchants, on Ellice Avenue, Winnipeg, has retired from this business.

VETERAN TRAVELLER GONE

A very well-known traveller, Joseph A. Tetrault, died at his home in Montreal last week.

For the past twelve years Mr. Tetrault represented the Lake of the Woods Milling Co., Ltd., representing them in the City of Montreal. Previous to joining the Lake of the Woods Co. he was with Henry Morgan and Co., also of Montreal.

Born at St. Cesaire, Quebec, 54 years ago, Mr. Tetrault married Miss Mary Weekes of Montreal, who, with three small children, survive him. A graduate of the College at St. Cesaire, he always evinced an interest in this institution, and was for some years president of the society of former pupils of this educational school. He had been ill about six months.

APPOINTED MANAGER

C. T. Miller Appointed Toronto Manager T. H. Estabrooks Co., Ltd.—Assumes Position After Many Years' Service With Company

The appointment of C. T. Miller as manager of the Toronto branch of T. H. Estabrooks Co., Ltd., St. John, N.B., proprietor of Red Rose Tea, has been

C. T. MILLER,
New Toronto Manager for T. H. Estabrooks Co.

confirmed. Mr. Miller joined the staff of the company on April 17, 1906, and has been chief accountant for the past seven years, and acting manager for the past year. Mr. Miller is an active Rotary Club member and Y.M.C.A. worker.

In making this appointment the company state they have followed their usual practice, not only of selecting a capable man, but of promoting one who has been trained in their employ and proven his worth by years of active service. Mr. Miller's many friends throughout the trade will wish him success in his new post.

PIONEER CAKE MANUFACTURER DIES

Robert Vogan, President of Vogan's, Ltd., Succumbs to Pneumonia

Robert Vogan, President of Vogan's, Limited, cake manufacturers of this city, died on Thursday of last week after a brief illness, due to complications following pneumonia. Mr. Vogan was one of the oldest members of the trade in this city, having been continuously in business since 1879. He was born in County Cavan, Ireland, sixty-six years ago, and came to this country at the age of seventeen with his brother, S. W. Vogan of Walkerton, who pre-deceased him by only several months. He is survived by his wife and four daughters and two sons, Wilfred L. and Samuel J., who are both connected with the firm of Vogan's, Limited.

The removal of such an old and well respected member of the trade will be a real sorrow to the multitude of friends the late Mr. Vogan had made during his long association with the trade.

J. S. DONALDSON PASSES ON

One of the Oldest Members Known to the Wholesale Grocery Trade Dies at Age of 88

One of the oldest and best known figures in the wholesale grocery trade, in the person of J. S. Donaldson, Toronto, passed away at his home on December 31, 1918, at the age of 88. Mr. Donaldson was head of the firm of J. S. Donaldson & Co., Toronto, wholesale brokerage.

Mr. Donaldson first came to Toronto in 1864 and was one of Ontario's first commercial travellers. He was blessed with a remarkable memory, and his stories of old-time merchants and trade conditions revealed a keen sense of appreciation of the situations he had to face. He used to drive from Montreal to Toronto and from Toronto to Windsor. Those were the days when Old Dobbin held a firm place in the transportation problems of the country, and that he responded well may be judged from Mr. Donaldson's experiences in driving from Montreal to Toronto in 36 hours.

Under the firm name of Donaldson, Sinclair & Co., Mr. Donaldson was at one time engaged in the wholesale grocery business in Toronto, the warehouse being located on Wellington street East.

Frederick A. Donaldson has been associated with his father in the firm of J. S. Donaldson & Co., and will carry on the present business.

CATALOGUES and BOOKLETS

An interesting little booklet has just come to our attention which shows how one manufacturer endeavors to serve his customers and show his continued interest in them and in their use of his product.

It is called the "Sherer Counter Guard" and is published monthly by the Sherer-Gillet Company, Chicago.

The "Counter Guard" is a bright, newsy, friendly, instructive little book containing much information of benefit to the clerk or storekeeper, and many suggestions looking toward better merchandising.

In the November issue, W. T. Sherer devotes a whole page to urging his readers to take at least one good trade paper.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

PRUNES are to be a factor in 1919 business after all. After weeks and months of uncertainty, advices have come to hand indicating that the United States has lifted the embargo on the export of these to Canada, and the trade will, as a result, secure a very fair allotment.

In fact, reports from some packers show that Canada is to be treated quite generously. When orders were booked originally only very large and very small prunes were available, the Government having taken the intermediate and best sizes. It now develops that from both California or Oregon some packers will be able to supply pretty close to the full range of sizes—not large quantities of the sizes of which the Government commandeered and took delivery, but there will be some come through. Needless to say this is welcome news to the trade.

All refiners are now on the same price basis as regards sugar. Differentials have been adjusted, and with one exception these, too, are now uniform.

MONTREAL—Grocery markets are on the quiet side, though there are some important changes. Cod liver oils are firmer in price, and ground nutmeg advanced 5c in one quarter. Nuts are very firm, and shelled almonds and walnuts advanced in growing centres. There is a much better movement of refined sugar supplies, and the jobbers are rejoicing in being able to fill the wants of their customers on a much freer basis.

Coffee prices have advanced again from one to three cents per pound, and the market is very firm. Supplies of roasted coffee are not heavy, it is stated, and at the high rates few are inclined to stock up. There is every indication here that prices will continue to rule high.

Some look for a removal of restrictions regarding the milling of flour, and this it is felt might mean some changes of price. Cereals are still quiet but unchanged. Celery is scarce and high, and cranberries are up to $25 per barrel in some quarters.

TORONTO—Many important changes have been made this week, and it is noted that several of these are upward. Plug and cut tobaccos have been revised, one manufacturer sending out a new list which provides for an advance in price, a new size of plug and new size of package in some instances.

Higher prices have also been recorded in one line of baking powder. Other products similarly affected are bi-carb. soda, cream of tartar, yeast cakes and lye. The prices on sealers for the 1919 season have also been announced.

Honey seems to be slightly easier in some quarters, and indications are that there is very little moving. To clean up on odd lots of nuts, some interests have shaded prices 1c or 2c per pound. Indications are that stocks were pretty well cleaned out with the holiday trading.

The market on cornmeal has eased off about 15c, although the grain seems to be on the upward move. Rolled oats is fluctuating, but there is little buying interest apparent just now.

Reports of damage to the orange crop in California through frost are somewhat vague. The Government has ordered picking stopped for ten days until estimates can be formed as to extent of loss. Lemons and celery are other lines which may be hurt also.

Live hogs are again moving upward. Lard has eased away ½c owing to light demand, with accumulation of stocks resulting.

QUEBEC MARKETS

MONTREAL, Jan. 8.—As is usual, the holiday season brought a semi-quiet spell for the grocers, and this will continue for a short while. There is some movement of staple goods nevertheless, and the outlook is reasonably satisfactory. Coffee has undergone revision, new prices being up from 1c to 3c per pound. Nuts rule with a firm undertone. Sugar supplies show improvement, and situation generally is much better.

Sugar Situation Better; All Prices Same

Montreal.

SUGAR.—An equalized basis has been reached on various refined sugars, and the price of $9.95 now obtains for these here. There is still some slight difference in differentials, and some are still not making the special sugar. The most encouraging aspect of the situation is that of supply. The improvement in this respect is marked, and some of the large

Jobbers are getting plenty of sugar and distributing this rapidly in much larger quantities than before. If the present position can be maintained it should soon be possible to say that the sugar situation is nearing normal.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst teas), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Export Will Improve For Canned Goods

Montreal.

CANNED GOODS.—That there will be a considerable export business in canned goods appears to be evident at this time. Already some supplies have gone forward, and the only drawback at present seems to be that of Government permission being secured and the necessary shipping. It is expected here that much improvement in the matter of moving stocks forward will soon manifest itself. Locally there is little interest. Business is on the quiet side and prices are without change.

"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 15
Do., ½s, flat	1 20	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 65	2 75
Pale, ½-lb., doz.		1 37½
Pinks, ½-lb., doz.		1 62½
Cohoes, 1-lb. talls		4 35
Cohoes, 1-lb. flats		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines—Canadian brands (as to quality), case	9 50	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, doz.		2 50
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crab meat (Jap.), ½'s (cs 4 doz.)		6 00
Crabs, No. 1 (cs 4 doz.)		6 75
Canned Vegetables and Fruits		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		0 95
Tomatoes, 2s		1 25
Tomatoes, 3s	1 85	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ½ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls. 50 gals.), gal.		2 50
Olives (in bls, 49 wine gals.), gal.		1 35
Olives, Queen, gal.		1 45

Molasses May Hold; Syrups Are Steady

Montreal.

MOLASSES, SYRUPS.—That some lines of molasses may hold fairly high is the consensus of opinion among jobbers here. There has been no receding in the matter of quotations, and while some are offering various grades at from $1.05 to $1.10 per gallon, according to quantity, the Barbadoes grades are steady as quoted herewith. Syrups have been steady in price and somewhat quiet in point of sales.

Corn Syrup—	
Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses	Prices for Island of Montreal
Puncheons	1 13
Barreles	1 16
Half barrels	1 18

For outside territories prices range about 3c lower.

Rice Price Sags; Some Movement

Montreal.

RICE.—One line of rice is quoted less this week in the local market, this being a grade of Indian known as Pakling. The quotation is now $8.40 to $8.50 per 100 pounds. There is some movement of the line but this is not marked by any specially heavy selling.

Ice Drips Japan (per 100 lbs.)		11 25
Carolina	12 50	15 00 16 50
Siam, No. 2		9 00 9 75
Siam (fancy)	10 50	11 00
Rangoon "B"	8 75	9 25
Rangoon CC	8 75	8 85
Mandarin		10 00
Pakling	8 40	8 50
Tapioca, per lb. (seed)	0 13½	0 14
Tapioca (Pearl)	0 13½	0 14
Tapioca (flake)		0 12½

Spain Nuts Advance; Supplies Scarce

Montreal.

NUTS.—That there will be a scarcity of shelled walnuts and shelled almonds even more accentuated than ever appears to be more than likely now. Advances just received from Spain and Italy indicate that prices there are soaring again, and this will doubtless have an effect on the local markets. Almonds have advanced 4c to 5c per pound, and walnuts from 8c to 9c. Peanuts are still easy, but there are no further reductions. Markets are quiet.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85	0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruit Delivery Still Delayed

Montreal.

DRIED FRUITS.—One of the most outstanding features of the situation at present is that of the slow delivery from the producers. The railroad companies seem to have little facility for quick handling and delays ensue. Local business is seasonable and of a routine nature. Prices are fully maintained on all lines and export for evaporated apples is still expected to materialize. Portugal figs, for some weeks on the free list, have again been forbidden sale abroad.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy		0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron		0 46
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $5.50; 4-crown cluster, $6.50-$6.75; 5 crown, $7.50; 6 crown cluster, $7.00-$8.75.		
Muscatels, loose, 2-crown		0 14
Muscatels, loose, 3-crown, lb.		0 15
Malaga Raisins (5½-lb. bxs), 3 cr.		1 75
Do., 4 cr.		2 00
Do., 5 cr.		2 25
Do., 6 cr.		2 75
Cal. seedless, loose	0 14½	0 17½
Cal. seedless, cartons, 16 oz.		0 15½
Do., 12 oz.		0 12½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected		0 11½
Valencias, 4-crown layers		0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose		0 28
Cartons		0 32
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32

Cal. currants (loose)	....	0 18
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50	8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
Prunes—		
Santa Clara	0 80-0 90	0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s	....	0 15½
50-60s	....	0 18½
60-70s	....	0 17½
70-80s	....	0 16½

Split Peas Weaken; Beans May Lower

Montreal.

BEANS AND PEAS.—A reduction by one large jobber of his quotation on split peas makes the range much lower, the market now ranging from $7 to $7.25 per 98-lb. sack. There is an easy undertone all around. Beans are still unsettled. From some districts good orders are received for moderate lots, while other centres seem to be well supplied. There would seem to be a surplus over the domestic requirements and lower prices may be reached.

Beans—		
Canadian, hand-picked, bush.	6 30	6 60
British Columbia	6 60	7 00
Brown Beans	....	7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	7 25
Peas (green)	....	0 10
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffee Again Up One to Three Cents

Montreal.

COFFEE, COCOA.—Another advance has been effected in coffee. This is in accord with the tendencies pointed out in CANADIAN GROCER for some time past and the end is not expected to have come yet. Supplies in the hands of importers are not large and they must buy. This makes a certain amount of business from week to week, and it is one of the big factors that has maintained the market here. For, as is very well known, the holdings in Brazil are enormous, and one big importer intimated to CANADIAN GROCER that there was enough coffee now to supply the world demand for the next two years. It looks like a maintained and firm market for some time. Cocoa is steady and firm, and prices range on bulk from 24c to 26c according to quantity.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Teas Are Strong; Export Expected

Montreal.

TEAS.—Markets are steady but quiet. That there will be a maintenance of the present price basis is generally expressed, for the markets abroad are quite bare of supplies. It may be a little while before export sales are actually consummated from here, but this is now looked for in due course.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

SHELLED ALMONDS AND WALNUTS SCARCE AND HIGH

Last minute advices to CANADIAN GROCER reveal an advance for shelled almonds of 4c to 5c per pound, and of 8c to 9c per pound for shelled walnuts in both Spain and Italy. This is accounted for from the fact that the demand now from Central European States is heavy and various points in the United States are also working along on restricted supplies. With this heavy demand likely to continue, it is probable that prices may still soar. Not only this, but with Europeans willing to buy on the high price basis it is questionable if Canada will get what she wishes to obtain of these two lines. Scarcity will perhaps be further accentuated.

Spice Interest Light; Basis Unchanged

Montreal.

SPICES.—The markets are steady and unchanged. For the most part the past two weeks have ruled quietly as travellers were in and mail orders were naturally the only source of business. Supplies are fairly good and the demand is expected to gradually improve.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Clover Honey High; Prices the Same

Montreal.

HONEY, MAPLE PRODUCTS.—A high price basis still continues for honey and the clover grades are very firm. Much pail honey is sold here, and while there is an ample stock of this the basis is well held. No changes are made in maple sugar or syrup. Supplies are limited and the trading done is conducted on a steady and firm basis.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Flour Mills Waiting; Expect Some Change

Montreal.

FLOURS AND FEEDS.—That there will be a probability of change in the basis of milling wheat flours is anticipated in some quarters. Now that the United States Government has permitted the milling of flour on the old patent basis some look for an early lifting of the restrictions as to the percentage of extraction permissible. This will have the effect of making quotations somewhat less, probably for flour, and higher for shorts and bran. In the meantime there is no change. Feeds are steady and quite active. Crushed oats were quoted last week at $49. As this feed is usually bought in bags the price has to be added, and from $55 to $65 per ton is quoted, according to the quality of the product.

Crushed oats	55 00	65 00
War Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track	....	11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers	....	11 25
Add 20c for delivery for small lots.		
Shorts, car lots on track	....	42 25
Bran, per ton, car lots on track	....	37 25
Barley chop	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	....	62 00
F.O.B. Ft. William	....	60 00
Feed oats, per bushel (as to grade)	0 95	1 02

Shorts and bran delivered in Montreal $1.00 per ton extra.

Cereals Are Quiet; Corn Flour Easy

Montreal.

CEREALS.—A very quiet situation prevails with regard to various cereals and the movement will perhaps be small for a little time yet. Corn flour of the white variety has eased somewhat although the range only has been effected. Revisions may be looked for on some of the lines in the near future, when re-

strictions are removed and the holiday quiet has passed away.

Self-raising flour	....	....
3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	5 40	6 00
Cornmeal	4 15	4 65
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 60	5 30
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs. (As to grade)	7 00	7 25
Cornflour, white	5 10	5 50
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	6 76	7 00
Graham flour 4 94	5 30	6 00
Oatmeal (standard-granulated and fine)	5 73	6 25
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas	8 00	8 25
Rolled oats, 90-lb. bags ... 4 50	4 90	5 15
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs. .. 5 85	6 05	6 25
Tapioca flour, lb.	0 15	0 16

Cranberries at $25; Oranges Firmer

Montreal.

FRUITS.—Oranges are somewhat firmer, although the basis is without change. Cranberries have been quoted as high as $25 per barrel, and even at this some state that they are selling at but a moderate advance over cost. Apples are steady and the price is well maintained. Best grades are still firm and the demand has been fair. Grapes are still available in fair variety and prices are steady and very firm.

Apples—		
Baldwins, No. 1	....	6 00
Blenheims	5 00	5 50
Wealthy (in bbls.), No. 1	....	7 50
Do., Do., No. 2	....	6 00
Greenings, No. 1	....	6 00
McIntosh Reds (best)	8 50	9 50
Gravensteins, No. 1	4 50	5 50
Fameuse, No. 1	8 00	8 50
Spys	7 00	7 50
Russets	....	6 50
Kings, No. 1	....	6 50
Do., No. 2	....	6 00
Wagners	5 75	6 50
Apples (in boxes)	3 50	3 75
Bananas (fancy large), bunch	4 50	....
Cranberries, bbl.	18 00	25 00
Do., gal.	....	0 75
Grapes—		
Spanish Almeria, keg (heavy)	....	11 00
Do., (med.)	....	10 00
Tokays	3 00	4 75
Malagas	....	2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico)	....	4 50
Do., gal.	....	1 00
Lemons (fancy new Malagas)	....	6 00
Lemons (California)	6 00	8 00
Pears, Cal., eating, small box	....	4 00
Pears, California (110 size)	....	5 50
Oranges, Porto Rico	....	5 00
Oranges, Florida	....	5 50
Oranges (Cal. navel)	7 50	8 50
Oranges (California)	....	8 00
Oranges (Mexican)	....	6 00

Celery is High; No Spanish Onions?

Montreal.

VEGETABLES.—It is very difficult to get supplies of good grade celery, vegetable dealers state. There is a dearth of reliable stock, and even celery hearts of the local variety are selling at $1 per bunch. It is stated that the hope of getting Spanish onions forward is small. These are likely to be wanted in Europe and supplies here may therefore be limited or quite unavailable altogether.

Artichokes (bag)	....	2 25
Beans, new string (American) basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts	....	0 20
Brussels Sprouts (doz.)	....	1 00
Cucumbers, Boston (doz.)	4 00	4 50
Cauliflower (Montreal), doz.	2 00	2 50
Cauliflower (imported), bbl., 2½ to 3 doz.	....	8 00
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.	....	1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	....	1 00
Do., crates (6-7 doz.)	7 00	8 00
Celery, Boston (2 doz.)	....	3 75
Celery, California	13 00	14 00
Horseradish, lb.	....	0 20
Lettuce, curly (doz.)	0 50	0 60
Lettuce, Boston, box	....	3 50
Leeks	....	3 50
Mint	....	0 60
Mushrooms, lb.	....	1 00
Basket (about 3½ lbs.)	....	3 00
Onions, can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	....	0 50
Parsnips, bag	....	1 25
Parsley (Canadian)	....	0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag	....	1 90
Potatoes (sweet), hamper	3 25	3 50
Romane	....	0 50
Spinach, box	....	1 00
Squash (Huber), doz.	....	3 00
Turnips, per bag	1 00	1 25
Tomatoes (hothouse), lb.	....	0 40
Tomatoes, crates	....	8 00
Watercress (Can.)	....	0 50

ONTARIO MARKETS

TORONTO, Jan. 8.—Higher prices have been named on some lines of yeast cakes, baking powder, cream of tartar and soda. Prices on sealers for 1919 are out, and revised prices have been issued on one line of plug and cut tobaccos which provide for an advance. West India molasses is down about 10c per gallon. The embargo on the export of prunes from the United States to Canada has been lifted, which will be welcome news to the trade. Deliveries will be very fair and practically a complete range of sizes is to come, though very small quantities in some. Some damage to the orange crop in California has been occasioned by frost Apples are firm, while prices on cornmeal have eased slightly.

Plenty of Sugar; Differentials Revised

Toronto.

SUGAR.—Indications are that there is plenty of sugar available to meet present needs, and the supply seems likely to show steady improvement, as requirements of the trade extend. All refiners are now on the same basis of quoting and the differentials, with one exception, are the same also. Reports indicate that manufacturers are buying sugar quite freely, and it is expected regular domestic trade will brighten up in another couple of weeks. The present basis of quoting and differentials follow:

	Basis 100-lb. bags
Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated.	10 27
Can. Sugar Refinery, extra granulated.	10 27
Dom. Sugar Refinery, extra granulated.	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Sealer Prices Announced For 1919

Toronto.

SEALERS—Prices on sealers for 1919 have been announced, the following quotations and terms being in effect:

Crown and Gem, wine measure, small $11.50; medium, $12.00; large, $15.00.

Imperial measure, Crown style only, small, $12.00; medium, $13.00; large, $17.00; Perfect Seal, small, 1$2.50; medium, $13.00; large, $17.25.

Terms: Net 30 days from June 1 for deliveries before that date. Net 30 days from date of shipment for deliveries after that date, f.o.b., Montreal, Wallaceburg, Toronto.

Shipments from March 1 to June 1, 1919, at manufacturers' option.

No allowance for breakage and no rebates or variations from list prices.

Yeast Cakes, Baking Powder, Lye, Soda Up

Toronto.

YEAST CAKES, BAKING POWDER, LYE, SODA.—A new price list has been issued by the E. W. Gillett Co., Ltd., Toronto, on their products, slight advances being generally effective. The new prices, which are being quoted to the trade, are as follows:

Royal Yeast Cakes, per case 3 doz. packages, $1.70; Gillett's Perfumed Lye, per case 4 doz., 1 case lots, $5.85; 3 cases, $5.75; 5 cases or more, $5.70; Magic Baking Powder, per dozen, 2 oz. in 6 doz. cases, 85c; 4 oz. in 4 doz. cases, $1.35; 6 oz. in 4 doz. cases, $1.80; 8 oz. in 4 dozen cases, $2.35; 12 oz. in 4 doz. cases, $2.90; 12 oz. in 2 doz. cases, $3.00; 16 oz. in 4 doz. cases, $3.70; 16 oz. in 2 doz. cases, $3.80; 2½-lb. in 1 doz. cases, $8.90; 5-lb. in ½ doz. cases, $16.10; assorted case containing 2 doz. 6-oz. cans, 1 doz. 12-oz. cans and 1 doz. 16-oz. cans, $10.40 per case; Gillett's Cream Tartar, ¼-lb. paper pkgs., 4 doz. in case, $3.55 per doz.; ½-lb. paper pkgs., 4 doz. in case, $6.50 per doz.; assorted 4 doz. ¼-lb. paper pkgs. and 2 doz. ½-lb. paper pkgs., $27.00 case; ½-lb. cans with screw covers, 4 doz. in case, $7.65 per doz.; 5-lb. square canisters, ½ doz. in case, $1.18 per pound; 10-lb. wooden cases, $1.10 per pound; 25-lb. wooden pails, $1.10 per pound; 100-lb. lined kegs, $1.07 per pound; Magic Bi-Carb Soda, Case No. 1, 60 1-lb. pkgs., 1 case lots, $4.80 case; 5 cases or more, $4.75 case; Case No. 5, 100 10-oz. pkgs., 1 case lots, $5.40 case; 5 cases or more, $5.30; Gillett's High-Grade Bi-Carb. Soda, 100-lb. kegs, $5.70 per keg, in factory, Toronto; 400-lb. bbls., $16.10 per bbl. in factory, Toronto.

West India Molasses Declines

Toronto.

MOLASSES, SYRUPS. — Prices on

West India molasses have declined and new quotations to the trade will be made on a basis about 10c per gallon below present levels. There is a fair amount of business being done, but along with most lines the movement is not brisk.

Syrups show no material change. The grain market on corn reveals considerable strength, which is a factor in holding corn syrup at present levels. Cane syrups are steadily maintained with no changes reported.

Corn Syrups—		
case		5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 10-lb. tins, white, ½ doz. in case		5 90
Cases, 5-lb. tins, white, 1 doz. in case		6 10
Cases, 2-lb. tins, white, 2 doz. in case		5 30
Barrels, per lb.		0 07¼
Cases, 2-lb. tins, yellow, 2 doz. in case		4 80
Cases, 5-lb. tins, yellow, 1 doz. in case		5 40
Cases, 10-lb. tins, yellow, ½ doz. in case		
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	5 50
Tins, 3-lb., baking grade, case of 2 doz.	....	7 40
Tins, 5-lb., baking grade, case of 1 doz.	....	....
Tins, 10-lb., baking grade, case of ⅞ doz.	....	....
West Indies, 1½s, 48s	....	6 95

Quiet Prevails in Canned Goods

Toronto.

CANNED GOODS.—Generally speaking, canned goods are quiet. The question of a probable increase in the demand for lumber camps, which will be in full swing from now until Spring at least, has had a firming influence and the possibility of a very good volume of export business is also a steadying influence.

Whale steak is now in wholesalers' hands, and it is said is not unlike corn beef. A very good demand is looked for once the trade takes hold of the line, and it is considered quite reasonable in price.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	**1 85**	**1 90**
Cohoes, 1-lb. tins	**3 45**	**3 75**
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	**2 30**	**2 35**
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	....	1 75
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	**1 80**	**2 00**
Spinach, 2s, doz.	....	**1 90**
Do., 2½'s, doz.	**2 52½**	**2 55**
Do., 10s, doz.	**7 55**	**7 57½**
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	**3 20**	**3 50**
Do., shredded, 2s, doz.	**3 00**	**3 02½**
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	**3 40**	**3 45**
Jams—		
Apricot, 4s, each	....	**0 84**
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	**0 98**
Gooseberry, 4s, each	....	**0 84**
Peach, 4s, each	....	**0 82**
Red currants, 16 oz., doz.	....	**3 45**
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Prunes Finally Released to Canada

Toronto.

DRIED FRUITS.—After weeks and months of uncertainty, prunes have finally been taken from the embargo list of exports in the United States, and indications are that Canada will get a very fair supply and a much better range of sizes than had been expected. California and Oregon interests have both submitted details as to what may be expected these appearing elsewhere in this issue. Latest cables from Greece indicate that lower freight rates now prevail and currants are being quoted at a price about 3c below recent figures. The big selling period is past now, however, and shipments are not expected to be very heavy prior to next fall, when it is thought even lower figures may be available.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted		**0 16¾**
Do., fancy, 25s		**0 30**
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon		0 43
Orange		**0 45½**
Citron		**0 53**
Currants—		
Grecian, per lb.	**0 26**	**0 28**
Australians, recleaned, ½ cs. lb.		0 26
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s		0 10½
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22½
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets		0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets		0 16
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatels, floated, 50s		0 14
Spanish, Connoisseurs, ¼ boxes		2 00

LID AGAIN PLACED ON PORTUGUESE FIGS

After the signing of the armistice the Portuguese Government raised the embargo against the export of figs. This was welcome news and supplies were permitted free course to the markets on this side of the water. News just available by CANADIAN GROCER reveals the fact that the embargo has again been made effective, and that supplies of figs from this source are likely to be short for some time is certain. All indications point to a firm market on such imported lines as these, and is a reflection of the active demand developing in the markets of Europe.

Teas Show Firmer Undertone

Toronto.

TEAS.—A somewhat firmer tone is noticeable in the market, export from America being the main factor in this feeling. Cables from Colombo reveal higher prices, the fact that ships are now going to London being the element which has stiffened values. Export from America will be welcomed, as in this way the market can be cleaned up of surplus stocks, many of which are undesirable for this trade.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Some Coffees Up; Primary Mark Time

Toronto.

COFFEES.—Higher prices have been established on some lines of coffee, Chase & Sanborn issuing a new price list which reveals quotations on their line of 46c per pound in 1-lb. cans, 45c in 2-lb. cans and 47c in ½-lb. can. Dalton's French Drip coffee is also higher, 1-lb. cans advancing to 52c per pound; ½-lb. cans to 53c and ¼-lb. cans to 54c. Primary points generally show coffee marking time at high levels.

Cocoa is very firm and the market seems to show tendencies towards somewhat higher levels.

Coffee—		
Java, Private Estate		0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.		0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Dull; Cloves Easier

Toronto

SPICES. — Generally speaking the spice markets are dull. The holidays breaking in with little active demand just at this season has carried the market through into the new year with little change. Cloves are somewhat easier at 70 to 75c per pound. Readjustments in many lines may be looked for, but advices from primary points would indicate that these will come very slowly

	Per lb.	
Allspice	0 18	0 25
Cassia	0 35	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 30	0 45
Herbs sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	...	0 75
Coriander, whole	0 25	0 35
Carraway seed, whole	0 90	1 00
Tumeric	...	0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test	....	....
2-oz. packages, doz.	..	2 00
4-oz. packages, doz.	..	3 50
8 oz. tins, doz.	6 75	6 80
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

Some Lower Prices on Nuts

Toronto.

NUTS.—Some lower prices are being quoted on a few lines of nuts, filberts and peanuts coming down a cent or two and almonds in some quarters are slightly weaker. This seems to be generally the result of a desire to clean up a few odd lots, for indications are that stocks have been pretty well sold up. Jumbo peanuts, roasted, are being quoted at 19c; filberts at 18c and Spanish peanuts around 16-17c.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 23
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 19	0 25
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Dull Situation Shown in Beans

Toronto

BEANS.—The coming of the new year has brought nothing to stimulate interest in beans. There is practically no movement in progress, supplies are good and prices rule without change.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	....	7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotenashi, per bush.	....	7 00
Rangoons, per bushel	....	6 00
Limas, per pound	0 17½	

Tapioca Down ½c; Rice Steady

Toronto.

RICES.—A decline of ½c per pound in tapioca is reported in some quarters, making price 14c per pound. Sago has been similarly affected. The market is just a little quiet now with indications that supplies are very good.

Rice seems to be ruling with a steadier undertone, and it is indicated that some lines show an advanced cost during the week. There has been no quotable change in prices to the trade as yet.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	...
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 14½
White Sago	0 14	0 14½

Package Goods Undergo No Changes

Toronto.

PACKAGE GOODS. — There have

PLUG AND CUT TOBACCOS REVISED

New Sizes, New Packages, New Prices

A NEW price list on plug and cut tobaccos has been issued by the Imperial Tobacco Co. The complete list is reproduced below and this reveals an advance in price on most lines ranging from 10c to 12c per pound. It will also be noted that the size of plug and the method of packing has, in some instances, been changed. It will be possible for a little while to secure through wholesalers some of the old style packages, but these will soon be supplanted by stocks represented in lists as shown below. This list, which is dated January 2, 1919, replaces all previous lists:

CUT TOBACCO

Brands	Description of Packing	Wght of Cases (lbs.)			Price per lb.
FOREST AND STREAM	1/9 Tins 2-lb. cartons	8	24	..	$1.44
FOREST AND STREAM	¼, ½ and 1-lb. Tins—2-lb. cartons	.	24	48	1.50
FOREST AND STREAM	1-lb. Glass Humidors—1-lb. cartons	3	..	..	1.75
GREAT WEST	1/9 Pouches—3-lb. cartons	.	24	..	1.12
GREAT WEST	½-lb. Tins	.	25	50	1.12
GREAT WEST	1-lb. Lunch Boxes	.	24	48	1.12
MASTER WORKMAN	1/9 Packages—2-lb. cartons	8	18	..	1.12
MASTER WORKMAN	1/9 Packages—5-lb. cartons	.	25	..	1.12

BLACK PLUGS

Brands.	CHEWING Plugs to lb.	Size of plugs	Descrip. and Wgt. of Pkgs. Butts	½ Butts	½ Cads	¼ Cads	Price per lb.
BLACK WATCH	10	2 x 3	..	..	12	6	$1.20
CLUB	12	2 x 3	..	..	12	6	1.00
CURRENCY	12	2 x 3	..	..	12	6	1.00
CURRENCY (BARS)	..	....	24	12	..	.	1.00
OLD FOX	12	2 x 3	..	..	12	6	1.00

TWISTS

Brands.	Plugs to lb.	½ Cads	Price per lb.
FAVORITE	16	9	$1.15
FAVORITE	12	8	1.15
MICMAC	16	9	1.15
MICMAC	12	9	1.15

BRIGHT CHEWING

Brands	Plugs to lb.	Size of plugs	Weight (ounces)	Size	Cuts to Bar	Cuts to lb.	½ Cads	¼ Cads	Box's	Price per lb.
BOBS	12	2 x 3	..	....	.	..	12	6	.	$1.00
EMPIRE NAVY (BARS)	..	....	9 3-5	3 x 12	6	10	..	.	3	1.25
OLD KENTUCKY (BARS)	..	....	10	2 x 12	5	8	..	.	5	1.25
PAY ROLL	10	2 x 3	..	....	..	.	..	6	.	1.25
PAY ROLL (BARS)	..	....	10 2-3	2 x 12	5	7½	24	.	4	1.25
STAG (BARS)	..	....	10 3-5	3 x 12	6	9	..	.	6	1.08
WALNUT	10	2 x 3	..	....	.	.	.	.	2	1.25

BRIGHT SMOKING

Brands	Plugs to lb.	Size of Plugs	Weight (ounces)	Size	Cuts to Bar	Cuts to Lb.	½ Butts	¼ Cads	Boxes	Price per Lb.
DERBY	9	2 2-5 x 3	..	....	.	.	..	.	4	$1.03
FIRE CHIEF	.	.....	12	3 x 12	6	8	..	.	8	1.00
MASTER WORKMAN (BARS)	.	.....	11 2-5	3 x 12	5	7	14	.	3½	1.20
OLD VIRGINIA	12	1½x3	..	....	.	.	..	6	...	1.50
OLD VIRGINIA	7 1-5	2 x 3	..	....	.	.	..	5	...	1.50
OLD VIRGINIA	4	3 x 6	..	....	.	.	.	4	...	1.50
PEDRO	..	.....	9 1-3	3 x 6	2	3 2-5	..	7	...	1.20

Brands	Plugs to lb.	Size of Plugs	Weight (ounces)	Size	Cuts to Bar	Cuts to Lb.	½ Cads	¼ Cads	Boxes	Price per Lb.
ROSEBUD	7½	2 x 3	..	....	.	.	8	4	.	.97
ROSEBUD (BARS)	..	.....	8 4-5	3 x 12	5	9	.	.	5	1.15
SHAMROCK	9	2 x 3	..	....	.	.	12	6	.	1.08

BLACK SMOKING

Brands	Plugs to Lb.	Size of Plugs	¼ Cads	Price per Lb.
B.L.	9	2 x 3	6	$1.18

been no revisions made in package goods this week. There is little movement reported in any one line, stock-taking and quiet generally noticeable at this season being factors which preclude heavy buying.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	....	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, dozen	....	1 45

Little Movement of Honey; Maple Syrup

Toronto.

HONEY.—There is nothing new in the way of an active demand to report, but somewhat easier prices are noticeable in some quarters, clover in 60-lb. tins selling as low as 26c per pound. Buckwheat in 60-lb. tins is quoted at 23c per pound. Maple syrup is dull and featureless, prices remaining unchanged and movement light.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29
10-lb. tins	0 28	....
60-lb. tins	0 26	0 27
Buckwheat, 60-lb. tin, lb.	....	0 23
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Hit by Frost; Uncertain

Toronto.

FRUITS.—Advices reaching the trade this week indicate that some damage has been done the orange crop in California by frost. The Government has stepped in and stopped picking for ten days until extent of damage can be determined. It is possible the northern crop Valencias may be hurt, and lemons may also have been affected. Grapefruit continues firm at primary points. Cuban is reported in with little coming from Florida. Locally, the supply is considered moderate. Prices are high on bananas, but a gradual improvement in shipping with bigger arrivals may bring about lower price levels. Apples are very strong, there being a heavy export demand, which those having any stock are endeavoring to take care of Strawberries are down 10c to 90c per box this week.

Apples—		
11-qt. basket	0 30	0 50
Do., B.C., McIntosh Reds, box	....	3 00
Do., B.C. Jonathans, box	....	3 25
Do., Rome Beauty, box	3 25	3 50
Do., Winesaps, box	....	3 25
Do., Spys, box	2 00	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box	2 00	2 25

Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	6 00-	5 50-	....
Baldwins	6 00-	5 50-	4 00
Spys	7 50-	6 00-	4 50
Russets	6 00-	5 50-	....
			No. 2
Tolman Sweets		6 00	5 00

Bananas, per lb.	0 06½	0 07
Grapes—		
Do., Malagas, bbl.	12 00	15 00
Grapefruit—		
Florida, 46s	5 50	....
Do., 54s, 64s	4 75	5 75
Do., 70s, 80s, 96s, 100s	5 25	6 00
Oranges—		
Florida, 126s	4 75	5 50
Do., 150s	4 75	5 50
Do., 176s, 200s, 216s	4 75	5 50
Florida Tangerines, all sizes, ½ box	4 00	4 75
California navels, 100s	....	5 00
Do., 126s	....	5 50
Do., 150s	....	6 00
Do., 176s	....	6 50
Do., 200s, 216s, 250s, 288s	6 50	7 00
Lemons, Cal., case	4 00	5 00
Strawberries, Florida, box	....	0 90

California Cabbage Here; Celery Firm

Toronto.

VEGETABLES.—A shipment of California cabbage is reported in, this being said to be good stock, nice and green and heads hard. Price to the trade is around $3.00 crate, crate weighing about 80 pounds. The market on celery is very firm. Local stock is pretty well exhausted, and California remains high with possibility of even higher levels if freeze up has touched the crop. Potatoes show no particular feature of interest and onions are in unchanged position.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	....	3 00
Carrots, bag	0 75	1 00
Cauliflower, California, 246, case	....	6 50
Celery—		
Do., California, case	11 00	12 00
Cucumbers, doz.	....	4 00
Endives, dozen	0 75	0 90
Lettuce, head, Louisiana, hamper	3 50	4 00
Do., Do., Florida, large hampers	....	6 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case	....	2 75
Mushrooms, 3-lb. boxes	....	3 00
Onions, Can. Yellow, 100-lb. bag	....	2 25
Do., green, Shallots, doz.	0 80	0 90
Parsley, jumbo bunches, doz.	....	0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen	....	0 90
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 60	1 65
Do., N.B. Delawares, bag	1 85	2 00
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag	....	0 75

Market Very Quiet on Flour

Toronto

FLOUR.—Indications are that the market on flour is very quiet. There is lots of wheat available to mill, but there is little demand reported. What course may be pursued is as yet unknown, no word of Government action being given out as yet.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Bran in Short Supply; Feeds Quiet

Toronto.

MILL FEEDS.—Indications are that the market on mill feeds is quiet, much more so than usual at this time of year. There is a shortage of bran reported, millers devoting their activities largely to shorts. Indications are that farmers are feeding oats and barley instead of mill feeds, which may explain present lull in movement to the trade.

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Cornmeal Slightly Easier; Oats Vary

Toronto.

CEREALS.—A slightly easier price is noted in cornmeal, though the grain market seems to be showing quite a good deal of strength just now. Rolled oats seem to be in the buyer's favor just now, though lower prices reported do not seem to have stimulated interest particularly—rather is the reverse the case. The market on the grain seems to be on the upward move here, too, but whether this will tend to steady the market is uncertain.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 75	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 00	5 50
Do., fancy yellow, 98s	4 50	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 85	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rolled Oats, 90s	4 65	5 00
Oatmeal, 98s	5 15	5 85
Potato Flour, lb.	....	0 18
Oat Flour	5 50	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07¼	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

U.S. WILL PROTECT ITSELF AGAINST DUMPING OF WHEAT

The United States Congress has been asked to pass legislation to make effective the wheat price guarantee for the 1919 crop and at the same time to safeguard the Government against losses. The request was made by the Department of Agriculture and the Food Administration and the recommendations are as follows:

First, extension by Congress beyond June 1, 1920, of the date for the Government purchase of the 1919 crop.

Second, continuance of the Food Administration's Grain Corporation, or creation of a new agency to buy, store and sell 1919 wheat that may be offered to the Government; and

Third, possible legislative provisions to protect the Government against wheat or flour brought in from other countries during the period of effectiveness of the guaranteed price and also to protect buyers of such wheat as long as the wheat is in this country and not consumed.

EXPORT WILL BE MADE OF VARIOUS CANNED GOODS

A Montreal canned goods operator informed CANADIAN GROCER that he had orders in hand for the exportation of some 10,000 cases of canned goods and that this order would be executed forthwith. The restrictions have now been lifted as far as export of apples, peas and canned tomatoes are concerned, and it is very probable that considerable movement to the seaboard will presently develop. Enquiries have been received from large buyers in Europe.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 7.—There have been a number of price changes on this week's markets. California lima beans are offering at 15½c for medium, 20c being asked for the large. Kootenashi beans are 12c. Flour is down to $10.50 barrel; rye $11.20. Ontario apples, gallons, are $2.85; navel oranges $6 to $8; lemons $7 to $7.50. All Gillett's goods advanced, Red Rose coffee advanced 10c a pound. Royal Crown Castile soap is 45c a case higher. Wagstaff's jams go up 2c per pail. Sago and tapioca quoted at 12c to 12½c in sack lots.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	....	12 00
Beans, Calif. Lima, med.	....	0 15½
Do., large	....	0 20
Flour, 98s, per bbl.	....	10 50
Rye flour, 49s, per bbl.	....	11 20
Cornmeal, 24s, per bbl.	....	11 00
Rolled oats, 80s	4 40	4 50
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	27 50	29 50
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	19 80
Eggs, new-laid, case	....	18 00
Eggs, No. 1 storage, case	16 50	17 00
Candied peel, lemon, lb.	....	0 34½
Do., orange, lb.	....	0 36½
Do., citron, lb.	....	0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	....	3 50
Apples, gals., Ontario, case	....	2 85
Strawberries, 2s, Ontario, case.	8 10	8 50
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 18
25s, lb.	....	0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	....	18 50
Potatoes, per ton	....	33 00
Oranges, navels	6 00	8 00
Oranges, Florida	....	....
Lemons, case	7 00	7 50
Grapefruit	5 50	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 7.—Sales of seed now in progress for spring delivery show record prices for clover, and for timothy almost as high as last year. Timothy No. 1, $17 to $17.25; No. 2, $14.25 to $14.50; Clover Alsace, $34.50 to $36.50; Red Clover, $53.50 to $56; Mammoth, $54.50 to $59. There are few changes in market. American pork is easier, $58 to $64. Florida oranges, $6 to $7.50. Apples, $2 to $7. There are no evaporated peaches left in this market.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 65	3 75
Rice, Siam, per 100	9 00	9 10
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.	....	0 70
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	58 00	64 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	4 40
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 90
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 10	2 25
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	8 50
Oranges, Florida	6 00	7 50
Grapefruit, case	6 00	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

A CASE OF SPLENDID MANAGEMENT

(Continued from page 28)

the bag used. The same applies to butter plates and every other package material.

Thus many of our old-time ways must now be revised. In our store years ago we figured all wrappings as merchandise, because, just as my friend says, they were sold. Now the only safe way, in regions where new laws prevail, is to charge them all to expense. Further, inasmuch as those laws tend to be extended to cover other regions, it should seem safest to begin the new system everywhere at once.

My friend says that "Not all paper and bags are thus sold, but who can state the amount sold and not sold?" In that case, there is just one safe course. That is, to charge it all to expense.

What will we do with revenue derived from salvage sales—empty bags, boxes, waste papers, etc.? Well, what do any of us do with it now? We ring it up on the register, do we not? If we do, it operates in two ways. It swells our merchandise sales, and thus reduces by just so much the ratio of what would otherwise be our overhead expense—reduces in fact, the general ratio of expense by swelling sales. It also adds to our general profit account by just so much "velvet," as my correspondent says. Now, velvet is very nice if we know it is all silk and a yard wide; but only partial comfort if we doubt its genuineness. If we are not sure that the velvet fully offsets the expenditure made, but not charged, for expense items, there is little good in velvet. How then to be sure?

The way to know that velvet is surely velvet is to charge every doubtful item to expense. Then every bit of velvet, all salvage from merchandise or expense items, every unlooked for and uncalculated sale of anything not charged to merchandise operates as a buffer between us and the many uncounted and unseen leaks which exist in the best regulated business. And I always have been strong for buffers—believe me, I like 'em! They are the sheet anchor of retailing. Remember, no harm can result from having more cash in your till than your accounts show, but there is much harm in not having as much.

Slop over on buffers anytime!

This Man Has Right Ideas

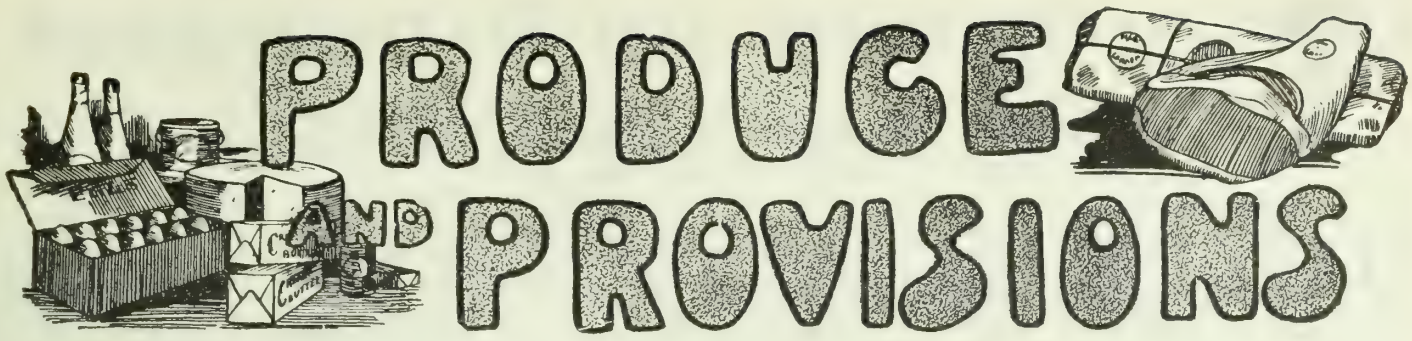
Aside from this little tendency to argify about a pet theory—which is a weakness common to most of us—this Canadian merchant shows he is made right and has right ideas. Note that remark he makes about the disadvantage of trying to run on too little help. Economy, you know, is a good thing, but too much of it—like too much of anything else—is not good. It's like saving—a virtue in correct proportion, but miserliness if overdone. Old Solomon had it about right:

"There is that scattereth and yet increaseth, and there is that withholdeth more than is meet, but it tendeth to poverty."

Get that? Truly, the right management of a grocery business is fascinating as well as profitable. Let's keep on studying. So long as we put deep thought and hard work into the business, and keep our minds open to new ideas, we shall be in a fair way to make a success.

I hope to hear further both from Texas and Canada!

The elevator of the Superior Elevator Company, Fort William, was destroyed recently by fire, along with a stock of grain in the elevator at the time. The loss is covered by insurance.



Specialized Meat Service Brings Trade

Understanding the Likes and Dislikes of a Customer a Large Factor in Business—The Double Service Store Gets the Summer Trade—Fewer Deliveries an Advantage to Everyone

MORE and more the grocery merchant is beginning to realize the very close connection between the grocery and the butcher business. Some few years ago they were two distinct businesses that no one would have thought of bringing together. Today there is hardly a grocery store that does not handle some at least of the goods that formerly belonged exclusively to the butcher, and hardly a butcher that does not handle a very fair proportion of grocery lines.

It began with lard, and shortening, and butter and eggs, and developed into cooked meats and hams and bacons till these latter items are now often proving to be one of the most important departments of the store's trade. Very often too, the development has gone still farther and has inaugurated a complete meat department in connection with the store to give the added service without doubling the cost of business.

Advantages in Handling Summer Trade

J. J. Hatley of Orillia have developed such a service to their profit. The stores adjoin one another with an archway between them, and in this space is the office that serves both departments. This association of the two departments and the fish department that occupies the rear of the grocery store has meant an ever-increasing business for the store.

There is a large summer business around Orillia, and the double service store has a very large appeal to such a trade. To begin with, the summer visitor usually is a stranger and does not want to form too many business connections; moreover, it is a disadvantage to have too many deliveries as the summer cottager is not always at home as is usually the case with the city dweller, therefore the store that offers them the double service and the minimum of deliveries naturally obtains their trade.

This has been the experience of the store, and moreover the co-operation of the two departments has been a very large factor in building business generally the year round, while the sharing of so many expenses between the two departments of the business has materially decreased the actual costs of operation.

Hind Bros., of Barrie, Ont., is another firm who have found the combination of these two departments very beneficial to trade. The meat department is given a very prominent place in the front of the store, and as the store is somewhat away from other butcher stores in the town this has been a large drawing factor and has meant many paying customers to the store as a whole.

A Specialized Department

There are many stores, however, which have not the opportunity at present of developing such a department, or whose owners, for one reason or another do not think it would be advisable to do so. There are many of these storekeepers, however who are not willing to let the entire benefit of this trade pass them by, and who therefore make a department for cooked and cured meats and the items that go with them, finding in these lines a large trade, as large a trade as may be handled, perhaps, without the added assistance of a trained butcher to assist in buying and to protect the store against loss.

Among such stores might be noted that of T. B. Cramp, Orillia. Mr. Cramp has a finely arranged provision department, devoted entirely to this business, at the rear of the grocery department where it is located close to the large store refrigerator. This permits a careful handlign of all the products and a care in keeping them always attractive looking, which is essential to a real business in this department. This arrangement Mr. Cramp has found to work out very satisfactorily. The measure of business done in a year totals up to a very creditable average, and he has also found that it has been a factor in obtaining other business, and is therefore worth more than the business done by the department.

Keeping Cooked Meats to the Fore

Crothers and Curry, Collingwood, Ont., make a practice of always keeping a glass-faced display case attractively arranged with cooked meats at the front of the store. There are many occasions, they have found, when the housewife enters the store undecided as to just what she wants. This suggestion on the counter directs her attention to these goods and results in a great many cases in sales. This has been found to be a very satisfactory item of business and one that does not detract from any other business, but might, on the other hand, be considered as found profit.

Meat Cutter an Essential

J. B. Harrell and Son, Midland, Ont., have built up a substantial demand for cooked and cured meats by fostering a demand for a special quality and grade of goods and by seeing that these goods in that identical quality were always available. There are people who have been buying their bacon here for years because the store has taken the trouble to discover the brand of bacon that suits them best and has made a point of always having this brand of goods available. The company uses a modern meat cutter and believes it is indispensable if the trade is to be kept at its highest level. Such equipment they believe is essential to good service, and is at the same time a money saver for the store. A man can cut in five minutes bacon that it would take him an hour to cut by hand. It is a saving, too, in the wastage that used formerly to be such a large item in these sales. Such equipment pays for itself in no time is the opinion of this firm.

Care in Selection an Important Factor

A. D. Parsons is another Midland, Ont., merchant who has built up a nice little business in cooked and cured meats by the simple process of giving the customers the grade of goods that appeared to suit them best. He tried all grades at one time or another and subjected them to the decision of the actual purchaser. That has given him a fairly good idea of just what his customers want, and so he supplies them, buying bacon from one firm, some cooked meats

(Continued on page 47)

Fish Development and Reconstruction

The Present an Ideal Time to Build Up This Department—Take Care of Fish When Received from the Wholesaler—Conservation of Canada's Resources Will Help Pay Her War Bill

GROCERS of Canada can do much to develop a basic industry, and in so doing serve their country well and make it profitable to themselves at the same time. Such is the opinion of authorities with regard to the sale of fish. CANADIAN GROCER asked the question of several fish men in Montreal, and received very encouraging replies. Regarding the assistance that they can give many important points are brought out. CANADIAN GROCER is of the opinion that the grocer must see possibilities before him if he is to increase his stock of a given commodity. Others have made good profits in selling fish and there will be a lot of profit made in 1919, throughout Canada. One of the most encouraging statements came from a large producer of fish, when he stated that what the public want most is fresh fish placed before them attractively, or cured fish offered in such form as to make its own appeal.

Some Pitfalls Exposed

One of the apparent drawbacks encountered by a number who have carried a stock of fish, and who have not found it as profitable as they would have liked, is that of carrying this commodity more as a side line than as one of the regular and important sellers. It has been felt sometimes that fish were a very undesirable line to tie money up in; that it was not a nice line to handle, and that in any case the results to be obtained were not likely to show a fair profit.

That some have so developed fish selling as to make a large business of exclusively selling fish, and that these dealers have also made good profits from year to year, even with a heavy overhead expense, is proof positive that fish can be sold to advantage. Their methods have been described in the columns of CANADIAN GROCER, and one Montreal retail fish merchant now maintains six rigs in his delivery service.

To the detriment of the trade it has been stated that many retail stores handle fish so carelessly that it is little wonder profits are small and encouragement to further development lacking. This cannot be charged to the account of the grocer any more, if as much as to the corner store fish dealer who has been but a menace to the trade generally. For instance, he has probably opened a box of codfish or haddies, and these are left for inquisitive folks to handle (probably with dirty hands), and for flies and dogs to reach as they choose. This constitutes one of the greatest faults, apparently, in handling fish successfully, for it is a fruitful source of wanton waste.

Make Plan Now

The purpose of this special article is to point out real advantages that may be adopted and developed in connection with the sale of fish by grocers. It is written now because peace is in sight and early planning for the forward movement that is to come cannot be considered too soon. The twentieth century grocer has many problems to solve. He will have great opposition, it may be, and he always has a most energetic program to follow, every business day.

It may safely be said that if a fish department is to be made profitable plans will require to be made in advance and these will be carefully thought out ahead of time. In making these tentative or definite plans it may be well to consider the proposal to make the store's fish department a separate one, where a comprehensive variety of fresh, smoked, frozen, and cured fish will be found by one's customers. There is this big argument in favor of such planning, and that is found in the wide publicity which the Federal Government is giving to the use of fish in Canadian homes. It is understood by CANADIAN GROCER that this assistance to the dealer will be continued during the present year. To hook up with it will be the plan of many, very probably, and the energetic dealer will get the cream of the business and he it is who will make the profit.

From Producer to Consumer

Some successful fish dealers state that their success has been built upon the care with which they have filled the customer's order. That is to say, it has depended upon the wholesomeness of this food, when delivered to the kitchen, whether the customer became a regular weekly patron, or only a periodical one.

Mrs. Jones uses the telephone and wants a fresh salmon or a few pounds of halibut. "Is it fresh?" she asks. This is her first query and the store man thereupon finds that, if he can meet this requirement, it is more important than that of the price he will presently quote. "Patrons want fresh, appetizing fish," said a producer to CANADIAN GROCER. "The price is a secondary consideration with many of them and some of those with plenty of money rarely ask the price at all. It is quality that they seek, and this they are willing to pay for. But give them a piece of tainted or poor fish and they will not return for more."

Many of the big fish men have all supplies come to them direct from the producer by express. This is an ideal way in which to specify shipments. It may be a little more costly, but the extra cost entailed will be worth while when it means freshness in the matter of supply. In warm weather a few hours make a great difference. Every fish eater wants his fish palatable and appetizing.

The Weekly Fish Day

A suggestion was made the writer that when the weekly fish day arrives every energy should be directed toward the sale of fish. He emphasized the importance of display. Some would have a little board about 12 inches wide and 24 inches long with a big butcher knife on it for cutting, and a few fish poorly displayed before the prospective customer. This man argued that an increase of turnover in one's fish department could scarcely be anticipated under such conditions. He advocated a better display on fish day. If fresh meats were also handled, fish on this special day should receive greater prominence.

A plan that might be successfully adopted and put into immediate effect may be conducted somewhat as follows: Having ordered what fresh fish and special lines it is considered may sell for the week, clearly indicate to your supplier that these are to be sent by fast express at the last moment, the day previous to fish day. Also specify that you desire only prime fish as customers want the best. Maintain a rigid rule in this respect and customers will come to appreciate it. Having secured this supply it will be well to make ready the display window, and it will also have been a good plan to announce the arrival of fresh fish and that it is better to buy early.

Making the Display

Nothing appears to better advantage with fresh fish in a window or interior display than fresh vegetables. Cauliflower, tomatoes, cabbage, cranberries, turnips, beets, brussels sprouts, etc., are excellent in giving effective and pleasing appearance to the showing which has been arranged. Semi-circular or circular plans will be in good taste, or these may be made in a rectangular form also. For the window, the floor thereof will need to be raised somewhat at the back. This will have the advantage of showing the fish up better, and the drip from any ice that is used to place the fish on will find its way toward the front and may be carried off into a receptacle provided for the purpose.

Inside display may be arranged the night before, and this will serve to attract customers that may have come to buy other lines. The stock of tinned fish and meats that is carried will help out here, for it may be that in developing the fresh and cured fish trade, it will not be possible to have much surplus aside from what is shown in the window.

(Continued on page 47)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 7.—Advances for the week in the provision market are confined to live and dressed hogs. The undertone is very firm on these owing to the short supply and active buying by packers. Shortening is down half a cent and lard tendencies are easier, with the probability of declines being registered. The butter market is firm and storage supplies are being rapidly absorbed. New-laid eggs may be reduced as soon as the market is being supplied with more of these each week. Storage eggs are being depleted largely each week, the demand being very heavy. Fish markets are quiet, but a stiff advance has been made in the price of live lobsters, while salmon and herrings are lower.

Hogs Sold at $19.25; Packers Big Buyers

Montreal.

PROVISIONS.—There has been a sharp advance here in live and dressed hogs this week. This is the immediate result of active bidding for supplies by the packers and they seem more than anxious for all the hogs they can get regardless of price. Live are selling at $19.25 and abattoir killed at $26 to $26.50 per cwt. The run was small early in the week. This is not the result of short supplies, apparently, for the abattoir state that the country supplies are large. Whether prices will continue high or not is questionable. For instance, the packers who are selling various products overseas claim that their margins at present are very small, after paying freight and other costs. There is a large demand for bacon, etc., in all parts of the country and prices will perhaps rule high for some time. The cured meat market is fair, but supplies are fully equal to the demand and prices are unchanged.

Hogs, Dressed—		
Abattoir killed, small	26 00	26 50
Do., heavy, 225-275 lbs.	24 50	25 00
Hogs (country dressed)	23 00	23 50
Hogs, live	....	19 25
Hams—		
Medium, smoked, per lb.— (Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	....	0 54
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$56 00
Clear fat backs (bbl.)	....	58 00
Short cut clear pork (bbl.)	....	56 00
Heavy mess pork (bbl.)	....	53 00
Bean pork (bbl.)	....	62 00

Lard Prices Hold; Undertone is Easy

Montreal.

LARD. — While the undertone was easy last week and is still so, there has been no actual change of price. The basis rules the same and differentials are without change. Supplies are said to be larger and it is very probably the accumulation of this excess over demand which has resulted in the easier tendencies.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 30½	0 31
Tubs, 50 lbs.	0 31¼	0 31½
Pails, 20 lbs., per lb.	0 31½	0 31¾
Bricks, 1 lb., per lb.	0 32½	0 33

Shortening Down Half a Cent

Montreal.

SHORTENING.—A decline of half a cent per pound is made in the price of shortening this week and the various differentials are reduced in like manner. A fair demand has been in evidence although there is naturally some falling off in orders now that the holiday season is over. Supplies are quite ample.

Shortening—		
Tierces, 400 lbs., per lb.	0 26	0 26¼
Tubs, 50 lbs.	0 26½	0 26¾
Pails, 20 lbs., per lb.	0 26¾	0 27
Bricks, 1 lb., per lb.	0 28	0 28¼

Margarine at 32c; Demand Unchanged

Montreal.

MARGARINE.—The easy undertone of the past while shows itself this week in a reduction to 32c per pound for some grades, while 34c is about the outside mark for select grades. The demand is unchanged and supplies here are quite ample for the requirements of the trade.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.	....	0 30

Butter Market Holds; Storage Drawn On

Montreal.

BUTTER. — Butter prices here are without change this week, but the market is first nevertheless. Supplies of storage butter have been cut into very deeply and it is stated that these are less than they were a month ago to the extent of over 35,000 packages. This indicates to some extent the strain that has been placed upon supplies held here. Comparing them with a year ago the difference shows that there was an increase in holdings at the first of January over those of last year of nearly 10,000 packages. Receipts all through the season have shown considerable increase over those of last year.

Butter—		
Creamery prints (storage)	0 52	0 53
Creamery solids (storage)	0 51	0 52
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Cheese is Active On Steady Basis

Montreal.

CHEESE.—The retailing of cheese is now active and supplies finding their outlet to the consumer in this way total quite a large amount. Of course there is a constant stream of supply finding its way to the seaboard for export. This latter condition reveals the fact that storage stocks in Montreal are 68,802 boxes less than they were last year on January 1. The undertone is steady and firm.

Cheese—		
Large, per lb.	....	$0 28
Twins, per lb.	....	0 28¼
Triplets, per lb.	0 27½	0 28
Stilton, per lb.	....	0 30
Fancy, old cheese, per lb.	0 29	0 30

Big Cut in Egg Stock; New Laids May Lower

Montreal.

EGGS.—A decline may soon manifest itself in the price of new-laid eggs, although there has been no change as yet. The production has improved and this will have the effect of bringing about an easier price basis here.

As an indication of how heavy the demand has been for storage stock it is shown now by the reports that 21,000 cases less are held than were in store a month ago—or on December 1. The consumption is very heavy.

New-laids	0 75	0 80
Selects	0 54	0 55
No. 1	0 50	0 51
No. 2	....	0 47

Storage Takes Poultry; Markets Quieter

Montreal.

POULTRY. — That there may be a somewhat easier tendency in the price of poultry ere long is indicated in the accumulation of supplies for storage purposes. Of course, these are likely to be in demand regularly and produce men have been putting stock into storage right along for the past two weeks. Demand has lessened, but for the holiday season this was very good.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 40
DUCKS—	
Brome Lake	0 47
Young Domestic	0 38

Turkeys (old toms), lb.		0 43
Turkeys (young)	0 43	0 45
Geese	0 28	0 30
Old fowls		0 36

Live Lobsters Up; Herring; Salmon Down

Montreal.

FISH.—Lobsters are very much higher this week. Live are up 20c per pound and the market is very firm. A decline in the price of fresh frozen Cohoes salmon is made to 21-22c per pound, and lake herrings are also lower at $6.50 per barrel.

The trade, after the busy holiday season, is quieter, and it may be that pickled and salt varieties will continue light, which is now true of these. Supplies of frozen fish from the Eastern producing centres are expected to be light now that real winter has set in. Bulk and shell oyster trade is good.

FRESH FISH

Haddock	0 10	0 12
Steak Cod	0 11	0 13
Market Cod	0 08	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 70	0 75

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 11½	0 13½
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	....	0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.	....	5 00
Lake Herrings, bag, 100 lbs.	....	6 50
Alewives	0 07½	0 08

SMOKED FISH

Haddies, 15 and 30 lb. boxes	....	0 16
Fillets, 15-lb. boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25
Kippered Herrings, large, a box	0 40	2 50
Kippered Herrings	0 50	3 25
Medium Smoked Herrings, box each	....	0 25

SALTED FISH

Codfish—	
Codfish, large brl., 200 lbs.	$22 00
Codfish, No. 1, medium, brl., 200 lbs.	21 00
Codfish, No. 2, 200 lb. barrel	19 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes) lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Codfish (boneless) (2-lb. size)	0 23
Codfish, Shredded (12 lbs. 24 pkgs.)	2 50
Pickled Fish—	
Herrings (Scotia) barrel	14 00
Herrings (Scotia) ½ barrel	7 25
Salmon, Labrador (300-lb. tierces)	38 00
Salmon, Labrador (200 lbs.)	28 00
Sea Trout, Red (200 lb. barrels)	25 00
Turbot (200 lb. barrels)	18 00
Salmon, B.C. (200 lb. barrels)	26 00
Codfish tongues and sounds (lb.)	0 15
Eels, lb.	0 16
Oysters —	
Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 25
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
Sundries—	
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75
Paper Oyster Pails, 1/16 per 100	1 25
Spiced Pigs' Feet, a dozen	0 75
Spiced Lamb Tongues, a dozen	0 75
Hard Shell Crabs, 1¼ to 1½ each	0 20
Display package, for Oysters, each	6 00
Display package, for Fish, each	10 00

ONTARIO MARKETS

TORONTO, Jan. 8.—Live hogs seem to have furnished all the thrills since the New Year. Starting towards the end of last week, a marked increase has been made in quotations amounting to 75c per cwt., and they are firm at to-day's figures. Lard is somewhat easier owing to lack of demand, with consequent accumulation of stocks. New-laid eggs are reported in better supply, with a slight easing of quotations. Poultry has undergone a general revision again, most lines firming slightly. A freight handlers' strike has held up shipments of oysters, but supplies are expected again towards end of the week.

Live Hogs Move Upward; Meats Change

Toronto.

PROVISIONS.—Live hogs are again the interesting factor this week in the provision markets, prices to-day being up 75c per cwt. from quotations prevailing just a week ago. The coming of the new year seemed to signal the start for the market stiffened and ran up as much as 50c at the end of the week. Efforts to bring the price back to $18.25 per cwt. fed and watered basis seem doomed this week, $18.75 being ruling figure with indications that this will be fairly well maintained. The run for so early in the year is considered very good.

Some variation in bacon has been shown, some quarters showing a decline of 1c per pound in breakfast and roll while long clear is down 1c to 29c per pound. Mess pork and short cut backs have eased away slightly. Range of quotations follow herewith:

Hams—		
Medium	....	0 40
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	....	0 46
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, per lb.	0 42	0 43
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	....	0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 29	0 30
Do., aver. 70-100, lb.	0 27	0 28
Fat backs	....	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 50	0 52
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	46 00	47 00
Short cut backs, bbl., 100 lbs.	54 00	56 00
Pickled rolls, bbl., 200 lbs.	54 00	57 00
Hogs—		
Dressed, 70-100 lbs., weight	....	26 50
Live, off cars	....	19 00
Live, fed and watered	....	18 75
Live, F.O.B.	....	17 75

Easier Feeling Noted in Lard

Toronto.

LARD.—An easier feeling has developed in lard and quotations on a tierce basis are being made at 28½c to 29c per pound. There has been little movement during the past couple of weeks with the result that supplies have been accumulating. The result is as noted above. A big demand is looked for from the lumber camps now that operations generally will be extended. This will mean that stocks will be reduced to a better marketing basis. Already the movement to the trade has started.

Lard, tierces, 400 lbs., lb. $0 28½ $0 29

In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Market Rules Steadily on Shortening

Toronto.

SHORTENING.—There is little new to report in the situation. The demand is small just now and supplies are quite satisfactory. Prices have held without change, the tierce basis being from 25½c to 26c per pound.

Shortening, tierces, 400 lbs., lb. $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Shows Little Activity

Toronto.

MARGARINE.—There is little activity manifest in the market. The opinion is expressed that people generally are too well off to buy margarine. At any rate margarine is quiet, supplies ample and prices unchanged.

Margarine—		
1-lb. prints, No. 1	$0 33	$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Steady Position Marks Butter

Toronto.

BUTTER.—There is little really new to report in regard to butter. The demand is active, storage stocks going forward freely. There is little fresh made creamery available just now. Prices remain unchanged this week at following levels:

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)...	0 55	....
Creamery solids (fresh made)...	0 54	....
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.....	....	0 48

Better Supplies New Laid Eggs; Down

Toronto.

EGGS.—Better supplies of new laid eggs are coming to hand and prices show a slight recession from last week's levels. The splendid demand experienced for storage stocks right along has reduced the available supply materially and it is indicated stocks now are limited. Range of prices is without change except on new laid, which are quoted at 70c to 75c per dozen.

Eggs—		
New-laids, in cartons, doz. ...	$0 70	$0 75
Storage, extras	0 58	0 60
Storage, No. 1, doz.	....	0 55
Splits and No. 2, doz.	0 45	0 47

Colored Cheese Scarce; Prices Firm

Toronto.

CHEESE.—Indications are that colored cheese is very scarce, in fact there is a short supply all the way along. Prices are very firmly held at 28½c to 29c per pound for large, and that slightly higher figures may be reached seems possible.

Cheese—		
New, large	0 28½	0 29
Stilton (new)	....	0 32

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

General Revision In Poultry Upward

Toronto.

POULTRY.—A general revision upward in poultry is reported this week. The amount coming to hand just now is small though stocks as a whole are considered very good. Holiday trading has been very satisfactory and the lull now prevailing is one generally experienced for a very few days following the first of the year.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$.....-$0 28	$.....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 20	....- 0 25
Fowl, 4 to 5 lbs., lb. ..	....- 0 23	....- 0 25
Fowl, over 5 lbs., lb...	....- 0 26	....- 0 28
Fowl, under 4 lbs., lb...	....- 0 17	....- 0 20
Chickens, under 5 lbs., lb.	....- 0 23	....- 0 28
Chickens, over 5 lbs., lb.	....- 0 25	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

	Dressed
Hens, light	$0 30 $0 32
Do., heavy	0 32 0 34
Chickens, spring	0 33 0 38
Ducks	0 35 0 40
Turkeys	0 45 0 46
Geese	0 25 0 28

Sea Fish Revised; Oysters Scarce

Toronto.

FISH.—Many lines of fresh frozen sea fish have been revised this week, herring, haddock, halibut and smelts coming in for a change, generally downward slightly. Supplies coming to hand are very good and the demand keeps up remarkably well.

A freight handlers' strike at the coast is holding up shipments of oysters with the result that supplies are scarce locally. An adjustment of existing differences is looked for almost at once and supplies of oysters are expected the end of this week. The range of quotations on fish and oysters follows:

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	....	0 10
Bloaters, 40 Count, box	....	2 25
Cod, smoked, lb.	....	0 12
Ciscoes, lb.	....	0 17
Haddies, chicken	0 12	0 13
Do., fillets, lb.	....	0 18
Do., Finnan, lb.	....	0 15
Herring, Kippered, box	1 75	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07	0 08
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 09	0 09½
Do., small, case, 200 lbs., lb...	....	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb	0 08	0 09
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 10	0 12
Do., No. 1, lb.	0 17	0 18
Do., Extra, lb.	0 25	0 26
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 06	0 06½
Pickerel, lb.	0 15	0 15½
Pike, round, lb.	0 09	0 11½
Trout, lb.	0 16	0 18
Tulibees, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 16
DRY AND PICKLED FISH		
Cod, Acadia Strip, box.....	....	$6 50
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Do., Halifax Shredded, box....	....	2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg.....	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case ...	3 00	3 50
Mackerel, salt, 20-lb. kit	4 25	4 50
Quail on Toast, 24 1-lb. tab'ts, case	4 20	4 32
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 16
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	....	15 00
OYSTERS, No. 3 size package ..	....	9 50
Do., No. 5 size package	....	15 50
Do., per gallon	....	3 30
Shell Oysters, 800 count, bbl....	....	14 50
Do., Do., 1,000 count	....	13 00

FISH DEVELOPMENT AND RECONSTRUCTION

(Continued from page 44)

The fish in tins will look well in this special display.

When a box of codfish is opened or a box of fillets, have a pane of ordinary sheet glass at hand the correct size to cover this. It will cost but little and dust or little soiled fingers belonging to juvenile inquisitors will thus be kept from direct contact with this food, which it is desired to sell in the most perfect condition possible.

A few decorations will be effective in the shape of twisted crepe paper, greenery, or vegetables, and a case of cranberries on either corner of the booth that may have been arranged, will make a nice showing. A few neatly-lettered price and announcement cards will make up one of the best displays that could be thought of.

The Patriotic Feature

Canada has obligated herself by a huge war debt. Contrary to the views entertained by many it transpires that this burden will have to be paid by its citizens. However this may be decided, it is certain that every man, woman and child will have to pay war taxes for many a long year.

It is clearly patent that Canada must speed up her production of natural resources. In no one direction can she better meet the necessity of the hour than through the greater development of her fisheries. The Government is lending its aid to this end. The rank and file of the people should be eating more fish. The per capita consumption may be doubled and still be less than that of the British Isles. Fish is also a good food and man may eat this to his own profit, not only from the standpoint of a lower cost per food unit, but also from the important consideration of having a less cumbersome diet with highly profitable food value.

If the grocer can develop a big fish trade he will, therefore, be doing his bit toward reconstruction. For, as has been repeatedly pointed out by various authorities and public men, the present is a vital time for the country. Vital, in that Canada's resources must be more fully developed and her earnings increased. Thrift has received wide publicity for some time. The slogan of Canadians, therefore, might well be: "Save all you can, produce more, and live well on your own products."

SPECIALIZED SERVICE IN MEATS BRINGS TRADE

(Continued from page 43)

from another, and so on. In this way he has encouraged a trade that has become quite a factor in the business.

So many merchants have made an important department of this line of goods and have felt is so well worth their while to encourage business in these lines, that it is very evident that this business is very well worthy of the merchant's most serious consideration.

OLIVE CROP OF ITALY

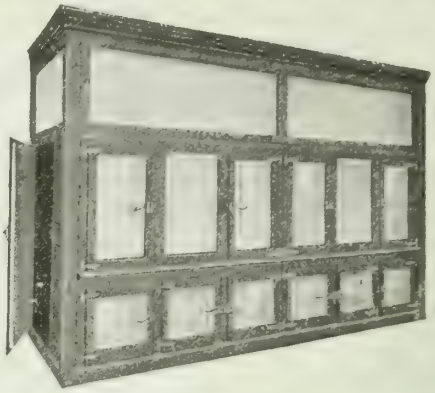
From a recent bulletin published by the Minister of Agriculture it is stated that the Italian olive crop for oil producing amounted to 1,285,500 tons in 1917 as compared with 1,292,200 tons in 1916 and as compared with 1,085,400 tons which was the average for the eight-year period, 1909-1916. The provinces of Apulia, Calabria, Sicily, Tuscany and Liguria in the order named, yielded the largest quantities.

LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

F. W. Fearman Co.
LIMITED
Hamilton, Canada

FREEMAN'S
DRY AIR REFRIGERAGTOR



Don't wait until the last minute, plan your next summer's refrigerator wants now.

To give you greatest efficiency, your refrigerator must be built to specifications to suit your store. This takes longer when shipping from stock, so we suggest that you order ahead to insure delivery on the date you desire.

Write for the Freeman Catalog. It illustrates the full Freeman line.

The W. A. Freeman Co., Limited
Hamilton, Canada

Branches at,
Toronto 114 York St. Montreal Winnipeg 208 McDermitt Ave.

100% Satisfaction

RELEG

Pronounce "REAL EGG"

"Releg" Egg Substitute stands for 100% Satisfaction.
It is an absolutely perfect egg substitute — one that will not fail to give entire satisfaction to the Canadian Housewife.
"Releg" is put up in four different sized packages.

Send for a trial supply.

RELEG COMPANY, REG'D
24 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLauchlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

HEINZ
OVEN BAKED BEANS

Are economical in comparison with other good foods.

You need therefore have no hesitancy in recommending them to your customers who seek the most value for their money as well as those who demand the best regardless of price.

To suit all tastes, Heinz Beans are prepared in four ways:

Heinz Baked Beans with Pork and Tomato Sauce.
Heinz Baked Pork and Beans (without Tomato Sauce) Boston Style.
Heinz Baked Beans in Tomato Sauce with Meat (Vegetarian)
Heinz Baked Red Kidney Beans.

FOUR OF THE **57** *VARIETIES*

All Heinz goods sold in Canada are packed in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

MATTHEWS-BLACKWELL PRODUCTS

MATTHEWS-BLACKWELL products have created their own demand; and experience has convinced the public that in these products they obtain exceptional, consistent quality, full value and purity in both manufacture and ingredients.

As a dealer you realize what this means—a steady income to all handling Matthews-Blackwell products.

To-day is your opportunity. Write us for information or send in your orders direct to our nearest plant.

Matthews-Blackwell, Limited

Established 1852

Plants at
Toronto Montreal
Hull Peterboro
Brantford

Branch Houses
Winnipeg Fort William
Ottawa Sydney
Halifax

Canada Food Board License 13-85.

If any advertisement interests you, tear it out now and place with letters to be answered.

Quality Hams

Mild Cure

We want you to get full satisfaction—therefore if our hams do not satisfy, return them.

But these hams are good, and there will be no complaints but larger business.

Get a trial supply

J. M. Schneider & Sons, Ltd.

KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

Mention this Paper When Writing to Advertisers

Quality Sea Foods will be in good demand during the Reconstruction Period

For some time to come the people of Europe will require all the meats and other foods that we can spare. Conservation and Economy should still be the watchwords for Canada, and the regular use of such delicious lines as **Brunswick Brand** Sea Foods makes such Conservation a real pleasure.

Help your customers towards judicious economy by featuring and recommending the **Brunswick Brand** lines.

As there is little likelihood of lowered prices on canned sea foods for at least another year, we suggest your stocking up now. The high price of tin and the increased export demand will prevent reduction of prices.

So, Stock Now. Here is Our List:

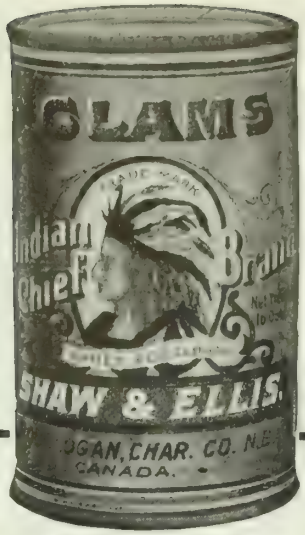
¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies (Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

License No. 1-603.

If any advertisement interests you, tear it out now and place with letters to be answered.



"Indian Chief" Brand Clams

have a flavour and quality of degree that is much approved of by particular customers.

The scientific precautions taken in the process of packing and sealing precludes the slightest possibility of anything but first-rate quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

Display "Indian Chief" Brand regularly and take hold upon the sizable profits that will come your way.

SHAW & ELLIS
POCOLOGAN, N.B.
Canadian Food Control License No. 1-718

Ask us for

Wrapping Papers Twines

Grocers Specialties

Butter Tubs and Boxes, Egg Cases

N.B. Egg Carriers

Walter Woods & Co.
Hamilton and Winnipeg

Windsor Table Salt
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

THE CANADIAN SALT CO., LIMITED 258

If any advertisement interests you, tear it out now and place with letters to be answered.

W. C. MACDONALD, REG'D.

Established *over 60 years*

Trademark Registered

Tobacco Manufacturers

MONTREAL

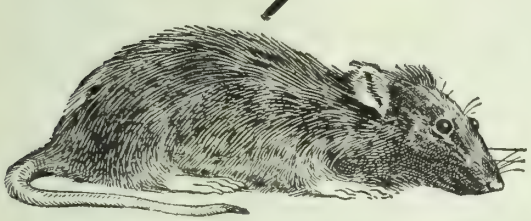
PLUG SMOKING

"BRITISH CONSOLS"
"INGOTS" (Rough and Ready)
"BRIER"
"INDEX"

PLUG CHEWING

"PRINCE OF WALES"
"NAPOLEON"
"CROWN"
"BLACK ROD" (Twist)

Distributed by Leading Wholesalers

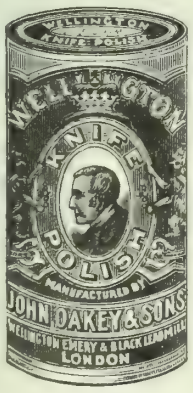


RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

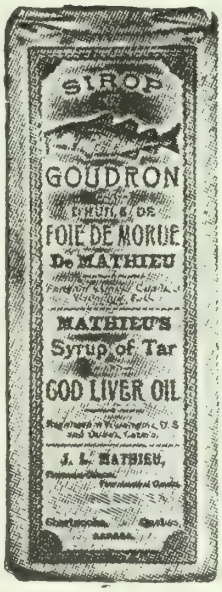
AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Always in Demand!

Just now and during the cold weather to come—the demand for any Cod Liver Oil is, and will be, great.

But when getting in your supplies, remember Mathieu's Syrup of Tar and Cod Liver Oil.

It is a first rate body-builder and is recognized as a certain remedy for La Grippe and similar ailments.



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE, QUEBEC

Predigest Dog Biscuits

The Kind the the Dog would ask for if he could.

They are Palatable, Clean and Wholesome

Every Mouthful a Banquet

Ask your dealer for "Predigest" Dog Biscuits by name
If he cannot supply you, write us direct.

PREDIGEST FOOD COMPANY, LIMITED
TORONTO, CANADA

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 15
Plum	2 90
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 30
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb.
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 43
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 bixes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

TEA PRICES WILL ADVANCE

☛ The last report of Department of Customs shows a decrease of over twenty million pounds of tea imported into Canada during the seven months from 1st April to 31st October, compared with the same period of previous year.

☛ Shipments are not coming to Canada at present because very much higher prices can be obtained in European countries.

☛ We are **TEA SPECIALISTS** and carry in stock every grade and type of tea produced.

☛ We can supply your requirements at the lowest market prices, and behind the purchase stands our business principle of

SATISFACTION GUARANTEED OR RETURN AT OUR EXPENSE

KEARNEY BROS., LIMITED

TEA & COFFEE IMPORTERS

(Established 44 Years)

33 St. Peter Street MONTREAL

Stir Up Your Sales

If you could see the rows of empty shelves in many a fruit cellar you would get busy and take advantage of the situation.

Shirriff's

Jelly Powders

make delicious desserts and are more popular in many homes than preserved fruit. The well-pronounced true fruit flavors delight the palate, and there is a flavor for every taste.

Order a case or two of Shirriff's to-day, then see how fast they will sell. A splendid line to select as a drawing card for your store and a money-maker for you.

Imperial Extract Co.

Toronto

Canada Food Board License No. 14-91

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $3.25; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.45; 2s, $14.50.
Ready Lunch Beef—1s, $4.50; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.95; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trive—1s, $2.50; 2s, $4.50.
Stewed Ox Tail—1s, $2.50; 2s, $4.50.
Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4. 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.95.
Beef Steak and Onions—½s, $2.95; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $10.45; 6s, $24.75.
Irish Stew—1s, $3.45; 2s, $6.90.
Cambridge Sausage—1s, $4.45; 2s, $8.45.
Boneless Chicken ½s, $5.95; 1s, $9.00.
Boneless Turkey ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $3.95; 1s, $8.45; 1½s, $12.95; 2s, $16.45; 3½s, $33; 6s, $45.
Lunch Tongue ½s, $3.90; 1s, $6.95; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted 1s, $1.35; Soups and Bouilli, 1s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45; 2s, $5.95.
Army Rations—Beef and Vegetables, 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese ½s, $1.40; 1s, $1.90; 2s, $3.35.
Tongue, Ham and Veal Pates—½s $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.35.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.45; 1s, $4.00.
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40.
Potted Game (Venison)—¼s, 75c; 1s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Asorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $19.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.80; ½s, $2.90; 1s, $4.25.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.45.
Ham—¼s, $2.45.
Tongue—¼s, $2.45.
Venison—¼s, $2.45.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	6 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs. Canada Laundry	.09¾
40 lbs., 1 lb. pkg., White Glass	.10¼
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¾
100-lb. kegs, No. 1 white	.10¼
200-lb. bbls., No. 1 white	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11¾
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13¼
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13¼
100 lbs., kegs, Silver Gloss, large crystals	.11¼

If any advertisement interests you, tear it out now and place with letters to be answered.

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work

KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.

Rock City Tobacco Co., Ltd.

THE "NEW" MACLEAN'S

Starting with the January issue, MACLEAN'S MAGAZINE comes out in a new size—11 x 14¼—same size as *The Saturday Evening Post*. This change will enable us to give readers more entertaining articles and stories, and a very much enlarged "Review of Reviews" Section. You will find this January issue of MACLEAN'S more pleasing and instructive than the great majority of magazines you find displayed on news-stands—and

contents are carefully censored—no sex stories—you can take it into your home with the utmost confidence.

A word about the contents—

"Why Laurier Will Wait"

In discussing the policy of the Liberal leader during the coming session of Parliament, J. K. Munro predicts, in January MACLEAN'S, that Laurier will allow Union Government a free hand. In this policy of inactivity "he sees the way open to the accomplishment of all his purposes. If he is half the politician his friends believe he is, he will sit and smile and wait—yet a little longer."

All Canada is interested in what is going to happen in Ottawa. J. K. Munro, veteran press gallery man, is a shrewd observer, and his political articles in MACLEAN'S have stirred up more comment than anything else appearing in the press of the country. He knows politics from the inside. "Why Laurier Will Wait" is a forecast of the near future that bristles with interesting points. A few of the other "head-liners" in this issue:

Bolsheviks at Work in Canada

A senstaional article on activities in subterranean circles. There are foreigners in Canada ready to wave the red flag.

Achievements of the Canadian Army

Since the Canadian Division was formed, they have not retired a foot nor lost a gun—a marvellous record. An inside story of how this great army was handled and controlled is told by H. F. Gadsby who spent a month at Headquarters during the last great offensive.

The Grave Dangers of Peace

An article by Agnes C. Laut on the insidious new propaganda being launched by the Germans to split the Allies.

Jock in a Juggernaut

The most interesting war article in a long while, because it is new—it deals with experiences in the tanks.

AND THESE AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm - By Arthur Stringer

The Minx Goes to the Front - - - - By C. N. and A. M. Williamson

The Three Sapphires - - By W. A. Fraser

Mr. Craighouse, of New York, Satirist - - By Arthur Beverley Baxter

The Intercepting Spark, By Mary Josephine Benson

Over 65,000 Canadian Families Buy

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"CANADA'S NATIONAL MAGAZINE"

20c PER COPY. $2.00 PER YEAR. A TRIAL!—6 MONTHS FOR $1.00

MACLEAN'S sells for $2 a year—should be more. We want you to get acquainted with MACLEAN'S, for we know that after we once introduce you to "Canada's National Magazine" you two are going to be friends for life. So, to make you known to each other, we will accept your subscription now for only six months to start off with. In other words, we want you to "try out" MACLEAN'S, and see for yourself just how good it is!

Don't miss this unusual opportunity. Simply sign the coupon, pin a postal note to it, and mail it to us.

TO-DAY

Tear off here and mail

The MacLean Publishing Company,
143 University Ave.,
Toronto, Ontario.

I accept your offer. I am enclosing $1.00 to pay for MACLEAN'S MAGAZINE for six full months. Please start me off with the big January issue.

Name .....

Address .....

PEACHES

This is a line that's not over-plentiful at present and is not likely to be for the balance of the season, for the very good reason that the California crop last year was not more than half of average. At the prices we quote you can easily do a good business for there must soon develop a strong demand here for the dried article to fill the gap made by the extreme shortage of last year's Canadian crop.

Standard	**Yellow,**	**practically peeled,**		**50s,**	**-**	**18 1-2**
Standard	**"**	**"**	**"**	**25s,**	**-**	**19**
Choice	**"**	**"**	**"**	**25s,**	**-**	**23**
Extra choice	**"**	**"**	**"**	**25s,**	**-**	**24**
Choice	**"**	**unpeeled,**		**25s,**	**-**	**19**
Standard	**"**	**"**		**25s,**	**-**	**18 1-2**
Standard	**"**	**"**		**50s,**	**-**	**18**

RAISINS

Just a little lot of light oil-bleached Thompson's, quality similar to the high-grade Smyrna variety, in fact it's a beautiful sample.

50 lb. boxes - - - - 15 1-2

Send us an order

H. P. ECKARDT & CO

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CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

40 lbs., Benson's Enamel, (cold water), per case	3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs.	.15
Celluloid, 45 cartons, case	4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¾
40 lbs. Canada Pure Corn	.10¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.20
(20-lb. boxes, ¼c higher, except potato flour)	

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—	
Canada Laundry	$0.09½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	1.10
First Quality White Laundry—	
8-lb. canisters, cs. of 48 lbs.	.10½
Barrels, 200 lbs.	.10
Kegs, 100 lbs.	.10
Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs.	.11
8 in case	.12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case	.12½
Kegs, extra large crystals, 100 lbs.	.10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4 50
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case	4.80
5-lb. tins, 1 doz. in case	5.40
10-lb. tins, ½ doz. in case	5.10
20-lb. tins, ¼ doz. in case	5.05
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.	$0.07¼
Half bbls., about 350 lbs.	.07½
¼ bbls., about 175 lbs.	.07¾
2-gal. wooden pails, 25 lbs.	2.25
3-gal. wooden pails, 28½ lbs.	3 40
5-gal. wooden pails, 65 lbs.	5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.30
5-lb. tins, 1 doz. in case	5 90
10-lb. tins, ½ doz. in case	5 60
20-lb. tins, ¼ doz. in case	5 55

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—	
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.85
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 9s, lb.	$1 08
Bobs, 11s	0 92
Currency, 11s	0 90
Stag Bar, 8s, boxes 5 lbs.	0 96
Pay Roll, thick bars, 9s	1 10
Pay Roll, plug, 9s and 6-lb. caddies	1 10
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	0 96
Great West Pouches, 8s, 8-lb. boxes, ½ and 1-lb. lunch boxes	1 00
Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
Master Workman, 8s, 2-lb. cartons	1 00
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 10
Derby 8s, 4-lb. boxes	0 96
Old Virginia, 12s	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.	1 10

WM. H. DUNN, LTD., Montreal

BABBITT'S

Soap Powder, case 100 pkgs.	$5 00
Cleanser, case 50 pkgs.	2 00
Cleanser (Kosher) cs. 50 pkgs	2 00
Pure Lye, case of 4 doz.	5 60

JELL-O

Made in Canada.

Assorted case, contains 4 doz.	$5 40
Lemon, contains 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class.	

JELL-O ICE CREAM POWDERS

Made in Canada.

Assorted case, contains 2 doz.	$2 35
Chocolate, 2 doz.	2 35
Vanilla, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Lemon, 2 doz.	2 35
Unflavored, 2 doz.	2 35
Weight, 11 lbs. to case. Freight rate, second class.	

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

BOXED APPLES

We are offering a fine assortment of Fancy Boxed Apples,

Jonathans
Rome Beauties
Delicious

With all barreled apples very scarce and getting scarcer, as shipments are going forward to England, we recommend Boxes.

Uniform in **Grading, Color, Size** and **Pack. All sizes.**

WHITE & CO., LIMITED

Wholesalers of Fancy Fruits and Fish

TORONTO

Canada Food Board License No. 277

APPLES

Finest Ontario stock
SPIES, BALDWINS, GREENINGS
in Barrels and Boxes.
Fancy B.C. Box Apples,
Delicious Flavor and Fine Quality.
Finest Long-keeping Cranberries

ORANGES

Best Brands California Navels,
Also
Finest Sweet Florida Pineapple
Oranges and Delicious Florida
Grapefruit
Extra Fancy California Lemons
Full supplies of

PACIFIC AND ATLANTIC COAST FISH

Your orders will be appreciated.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES: SUDBURY, COBALT, TIMMINS

LICENSE No. 151

Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans FOOD PRODUCTS Watford

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

—

When buying insist on this brand

Canada Food Board License No. 14-128

This Carton On Your Counter

will bring you many extra sales and put nice profits into your cash drawer.

For your customers will buy Vol-Peek. It is a necessity in every home. For mending leaking household utensils quickly and inexpensively Vol-Peek has no equal anywhere.

Our consumer ads. will help you sell more. Get Vol-Peek from your wholesaler.

24 Pkgs. Cost $2.25

H. NAGLE & CO.

Box 2024

MONTREAL

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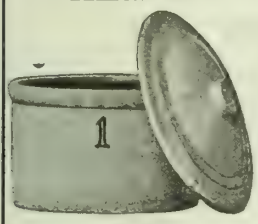
BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co., Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute

All these ads will have position on a live page each week containing reading matter.

BUYER'S DIRECTORY

The products of E. W. Gillett Co. underwent revision upward this week; baking powder, cream of tartar, bi-carbonate of soda and lye being among lines affected.

* * *

News reached the trade this week that, effective January 4, the embargo on the export of prunes from the United States to Canada had been lifted. Along with this has come advice from some packers indicating what they will be able to deliver. This contains some surprises in that quite a complete list of sizes will be forthcoming, though perhaps not very heavy quantities. Weeks and months of uncertainty have passed over the heads of the trade in respect to prunes, and welcome will be the news that at least a very fair allotment will be forthcoming. Supplies are none too plentiful and there may be shortages reported before another new crop is harvested, but at least the situation for next few months will be better.

* * *

All refiners are now on the same basis for quoting sugar. A readjustment in differentials has been effected, too, in some quarters, and with one exception all are on the same basis in this respect.

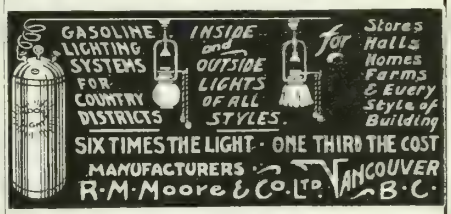
MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R-M-Moore & Co. LTD. VANCOUVER B.C.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED TO PURCHASE, COFFEE ROASTER. Must be in good condition, with capacity for approximately twenty pounds. Address The Alberta Grocery, 922 19th Ave. E., Calgary.

WANTED—A FEW GOOD AGENCIES FOR grocers' sundries for Ottawa and district by a thoroughly reliable man, with many years' experience in the grocery business, both in a jobbing and retail way. Address "L," 296 Nelson St., Ottawa.

FOR SALE

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FOR SALE

GOOD GROCERY BUSINESS. ANNUAL turnover $40,000. Stock about $6,000. Apply 791 Bank Street, Ottawa.

UP-TO-DATE GROCERY BUSINESS IN splendid section of Toronto. Good family trade, which can easily be developed. Includes first-class house and store with modern conveniences. $7,000. 168 Lamb Avenue, Toronto.

SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.

GROCERY AND HOME BAKERY, ALSO VERY desirable corner property with buildings: sales for 1918 over $30,000. This is an all cash and carry trade. Positively a chance in a lifetime to procure a splendid paying business and very choice property, $7,000. Will handle balance on terms. Owner is retiring. 968 Bathurst Street, Toronto.

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE E-PULLEAN TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver-iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want. Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word fofr each additional, with charge of five cents extra per insertion for Box Number.

VOL-PEEK
—a specialty that every housewife needs
Leaking pots are common in every home.
Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek.
Sells at a good profit. Write us direct if your wholesaler hasn't got it.
H. NAGLE & CO.
Box 2024, Montreal

When answering Advertisements please mention Canadian Grocer

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

"On a Cold and Frosty Morning—"

WHEN the snow stretches away into white fields of space and the clear, cold air sets the blood a-tingling in every vein,

—can you imagine anything nicer than a savory, steaming, piping-hot dish of tasty sausage, deliciously cooked and browned?

Truly these are the days when sausage reigns supreme as the king of all breakfast dishes.

And these are the days when you can build up a good, steady trade right in your own district by featuring

Davies Quality Pork Sausage

—the kind of sausage your customers will enjoy most of all—so fine-tasting, so deliciously seasoned, so *good* in every way.

Send us a standing order from now on through the season.

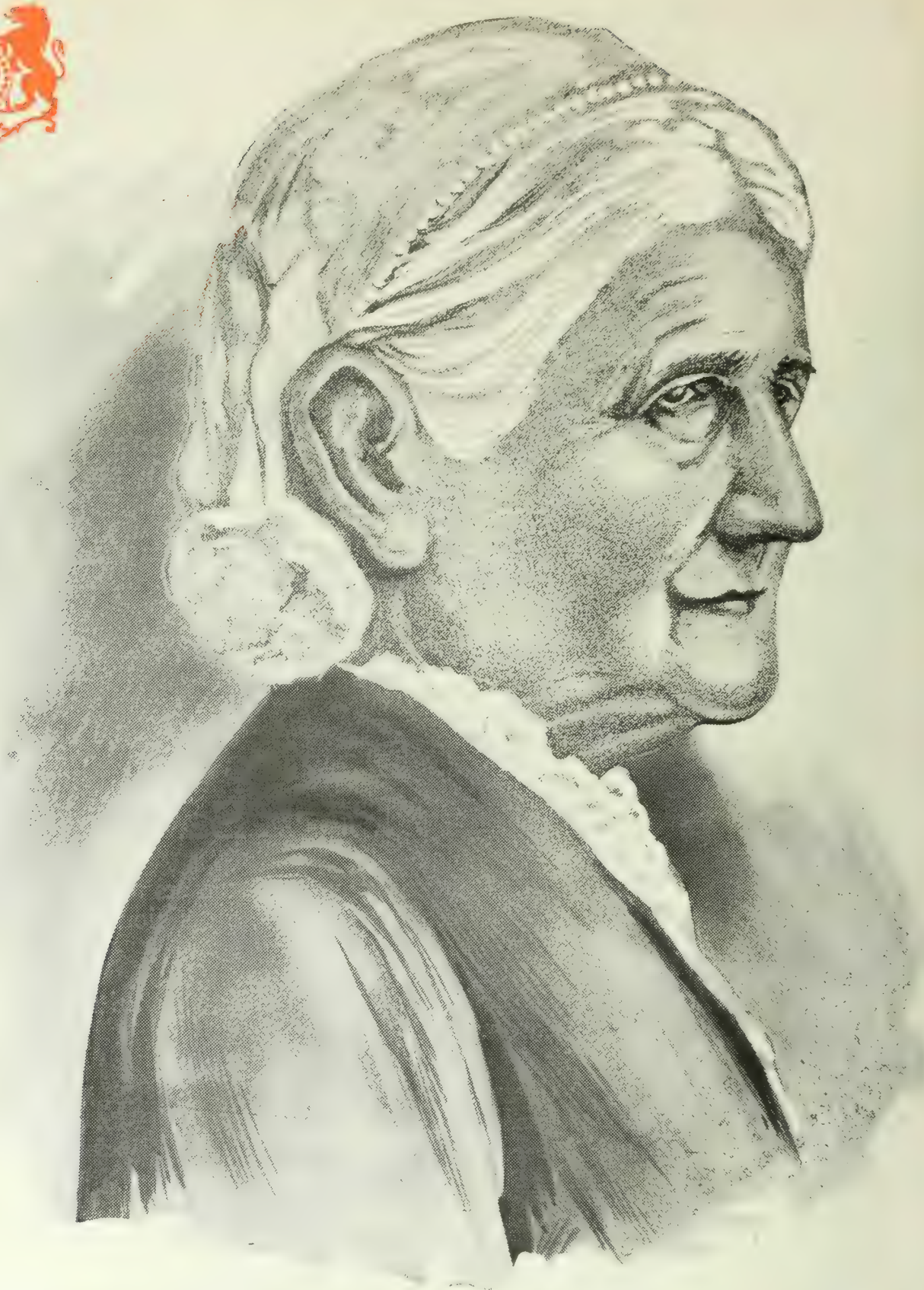
Oxford Sausage (large)
Oxford Sausage (small)
New England Sausage
Farm Sausage (not linked)

Cambridge Sausage (1-lb. links)
Cheltenham Sausage (1-lb. packages)
Little Pork Sausage (Special)
Algoma Sausage (in 60-lb. tubs, larded)

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packers License No. 13-50



The kind that Mother used to make. "READY MADE." Small's Forest Cream Maple Products have the good, old-time taste that lingers. Rich in flavour, uniform, neat appearance, scientifically packed. Result of ninety-four years' continued experience. Made from the original exclusive formulas. Highest rewards received from all countries. Sales are enormous. We have stock of all lines complete. Prompt shipment. Capacity three cars daily. At all jobbers. European markets supplied through London agencies.

SMALL'S LIMITED

Refiners of Syrup, Molasses, Canadian Maple Products

MONTREAL

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE : TORONTO, JANUARY 17, 1919 No. 3

Why it will pay you to put your selling energy behind

PURE GOLD JELLIES

Pure Gold Jellies are inexpensive and nourishing.

They appeal particularly to the thrifty disposed housewife because they offer her a highly delicious table delicacy at a very reasonable price.

And Pure Gold Jellies, because of their quality, have won the cordial approval of critical customers.

Besides—there's a very attractive profit on every sale.

So keep Pure Gold Jellies displayed.

Pure Gold Manufacturing Co., Limited

TORONTO and WINNIPEG

CANADA

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent o n request to anyone interested.

In our last message we urged you to "face the New Year with confidence"—and we meant every word of it.

A careful survey of the business situation has convinced us that 1919 is going to be a wonderful year. There never was a time when Canadians could look into the future with such satisfaction. The gigantic reconstruction plans will ensure business activity in a country which now rejoices in the return of peace.

To prove our own confidence, we have just placed contracts for the most comprehensive advertising campaign in our history. Many newspapers have been added to our list, and each paper will carry more insertions in larger space, telling Canadian Housewives why they should buy O-Cedar Products.

O-Cedar Mop Polish

Who will make these sales—you or some other dealer? That depends upon your own efforts. You can get the business—and it's mighty profitable—if you dress your windows and arrange your store displays so as to focus our widespread advertising on your store. Then in your local paper, to direct still more O-Cedar business your way, you can use our free electros—either single cuts or complete ads.

The cut shown above is merely to show what you can do in the way of store and window display, using a few boxes or display fixtures. We have lots of signs and hangers for helping you to develop O-Cedar sales. Will you write and ask us for them?

Order O-Cedar Products from your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED

369 Sorauren Ave. **TORONTO**

You are making a satisfied customer

Borden's

every time you sell any of the Borden Milk Products because you are selling the best and purest product in that particular field.

Borden's

But—are you selling as much of Borden's Milk Products as you should?

Borden's

Your customers know how good the Borden lines are. Borden quality is backed by a big, strong, advertising campaign, and every grocer can cash in on it by using window displays and other Borden advertising matter which is furnished FREE.

Borden's

WRITE US:

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

If any advertisement interests you, tear it out now and place with letters to be answered.

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS
BEANS
RICE

DIRECT IMPORTERS
FROM
THE ORIENT

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES
8 oz. 12 oz. 17 oz.
2 DOZEN TO CASE

GLASS AND STONE JUGS
1 GAL.
4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

CLARK'S

offer you, Mr. Grocer, the very finest assortment of

PREPARED FOODS

for all season trade

Soups (14 kinds)
Loaf Meats
Potted Meats
Beefsteak & Onions
Irish Stew

Corned Beef
Roast Beef
Ox Tongues
Cambridge Sausage
Boneless Pigs Feet

Spaghetti with Tomato Sauce and Cheese, etc., etc.

CLARK'S
PORK and BEANS

with Plain, Chili or Tomato Sauce.

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

PRICE ANNOUNCEMENT

1919

2 in 1 Shoe — Black Knight Stove POLISHES

To the Retail Trade:

From January 1st, 1919, the following prices are effective:

½ Gross Shipments—$14.40, less 3% Trade Discount
1 Gross Shipments—$14.40, less 5% Trade Discount
3 Gross Shipments—$14.40, less 7% Trade Discount
5 Gross Shipments—$14.40, less 8% Trade Discount

SPECIAL DEAL

FREIGHT PREPAID on 3 Gross and over.
These prices are guaranteed against decline until June 30th, 1919.

Advertising and Dealer Helps will appear regularly to assist the Trade in a prosperous 1919

THE F. F. DALLEY CORPORATIONS, LIMITED

HAMILTON, :: :: CANADA

An Air-tight Cap for Jam

A closure that is air- and liquid-tight, one that will not come off in transit. A cap that gives the package it seals a smart, business-getting appearance. These few reasons combined with many others have made Anchor Caps the most popular sealing medium with the packing trade.

The Anchor method of sealing the cap on the jar is the speediest and most up-to-date method possible. With this method the loss from breakage is reduced to a minimum and the increase in production is enormous.

We will furnish any and all information regarding Anchor Caps and will also demonstrate at any time the Anchor method of successfully sealing all varieties of food products.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Every Week with the E.B.EDDY COMPANY OF HULL CANADA

Story for Week Dated January 17, 1919. **Being No. 17 in the Series**

DUCK SHOOTING FOR THE LARDER AT AN EDDY CO. LUMBER CAMP.

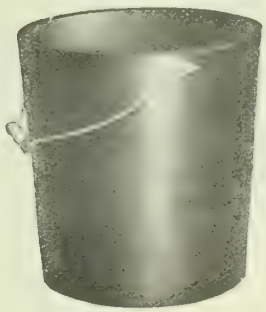
IN the life of an E. B. Eddy Company Lumber Camp there is more than merely "saying nothing and sawing wood." Even though the tremendously busy machines of the great plant at Hull keep demanding lumber, and more lumber to keep pace with the call for Eddy Company products, and maintain the marching army of seventy million matches a day, still opportunities now and then occur for a little excursion with gun and game bag into the bush to vary the lumber camp daily bill of fare.

The pictures illustrating this little account of a side line in Eddy Company staff activities show a member of the staff setting forth on a duck-shooting trip, and his return with a brace of fine duck.

To the right are shown a couple of Eddy Company Lumber Camp cooks—the man who can receive a brace of duck with befitting ceremony, and who, even in the wilds of the bush, can supply the sage and onion dressing for the camp cook is generally a genius, with miracles up his sleeve, and always an important personage. This picture was taken in winter, and if you look closely you will find a black cat in the snow at the men's feet.

The lower cut to the right will be familiar to every retail merchant reader of "Canadian Grocer" as an Eddy Indurated Ware Pail, light, strong, durable, an ideal pail for camp or household use. You may be sure the E. B. Eddy lumber camps are equipped with them. They are the goods to recommend to customers in camping season and out of it, just as Eddy's Silent 5's are the matches to recommend to householders or hunters alike.

Winter Scene at One of the Eddy Co. Lumber Camps.



Eddy's Indurated Ware. Milk Pail

If any advertisement interests you, tear it out now and place with letters to be answered.

Klim is not an emergency milk

Even where the first tin is bought for use "in case of emergency," subsequent purchases of Klim are usually made for regular, every-day use. Canadian women soon learn that fat is not necessary in milk, and that it can be obtained much more cheaply in the form of butter, meats and a number of other foods. As Klim is genuine pasteurized separated milk (minus the water) it is more economical and convenient than liquid milk.

Sales grow as Klim becomes better known.

CANADIAN MILK PRODUCTS LIMITED

TORONTO MONTREAL

Western Representatives:
W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton and Regina;
Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John. N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited

BOWMANVILLE, ONT.

Marsh's

The Grape Juice that brings her in again for further supplies.

Give Marsh's a trial and see it make good.

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME Limited, Montreal, Que.

COWAN'S COCOA CAMPAIGN

THIS IS ONE OF A SERIES OF ADVERTISEMENTS SHOWING NEW USES FOR COWAN'S COCOA.

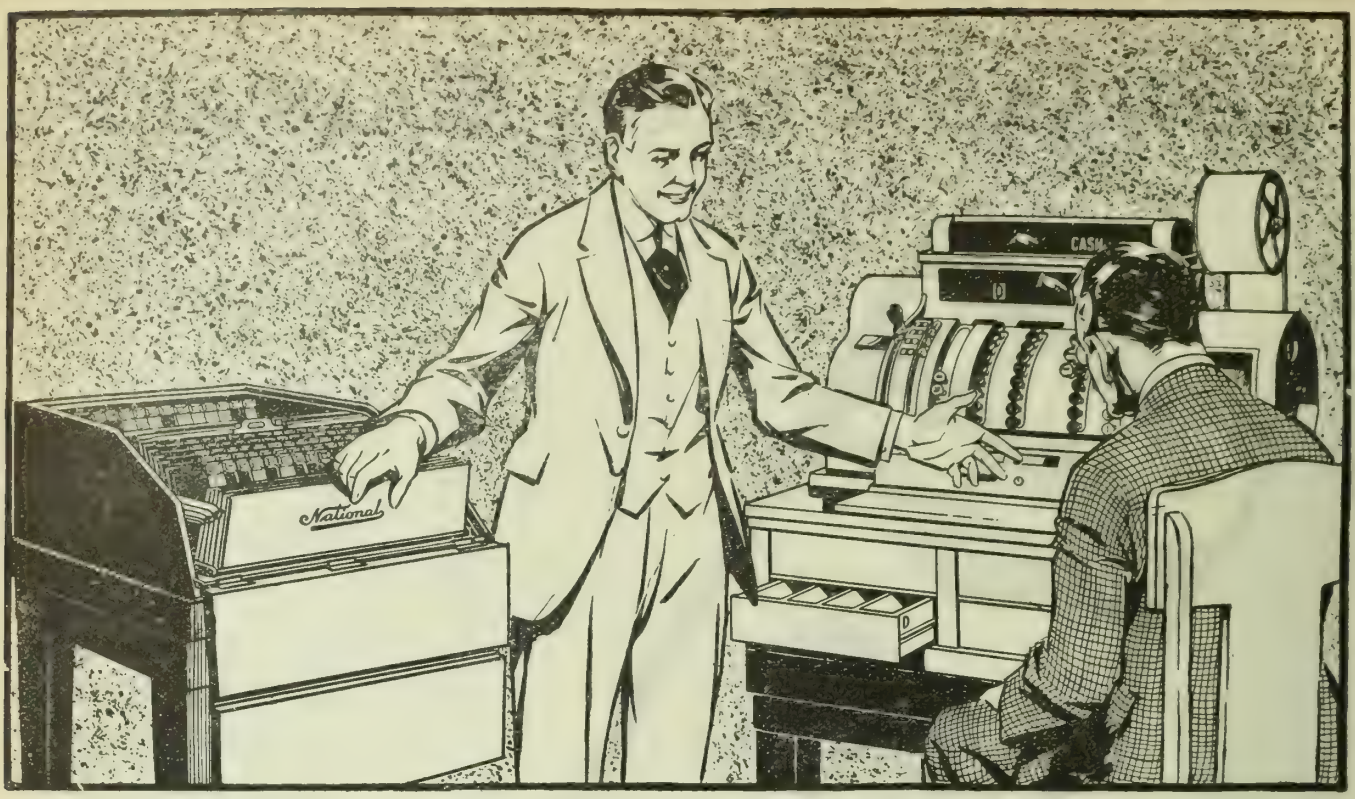
A LARGE DEMAND FOR THIS "MADE-IN-CANADA" PRODUCT IS ASSURED

POSTERS
MAGAZINES
NEWSPAPERS
ALL CARRY
THE SAME
MESSAGE

HOUSEWIVES ALL OVER CANADA WILL USE MORE

COWAN'S
COCOA

If any advertisement interests you, tear it out now and place with letters to be answered.



Every merchant needs the protection a complete N.C.R. System will give him

Peace is bringing increased competition in your business.

You must meet that competition. You cannot afford to run the risk of losing a single cent of profit.

A modern National Cash Register and an N.C.R. Credit File will enable you to get all your profits on every transaction in your store.

Because—

1. They will make it possible for you to run your store with the least expense.

2. They will prevent the mistakes and disputes which cause loss of trade.

3. They will enable you to give customers the quick, satisfactory service which wins new trade.

4. They will give you the accurate records which you need to control your business.

5. They will protect your money, your clerks, your customers, and yourself.

The National Cash Register Company, Limited, of Canada, Toronto, Ont.
Offices in all the principal cities of the world.

E. D. SMITH'S

Raspberry Jam

The growing demand for it is a sure indication that it has won the approval of the Jam-using public.

If you need a fresh stock, ask any of the agents listed here.

E. D. Smith & Son, Limited

WINONA, ONTARIO

AGENTS :

Newton A. Hill, Toronto
W. H. Dunn, Montreal
Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.
Donald H. Bain Co., Edmonton, Alta.

License No. 14-112

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

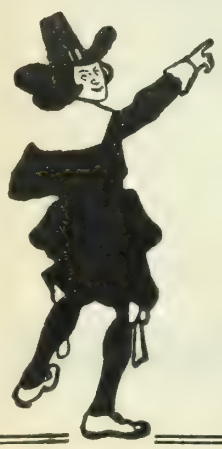
STORAGE **DISTRIBUTING** **FORWARDING**

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*



We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.
We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.
F. D COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

D. J.MacLeod &Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East - Toronto

W. F. ELLIOT
Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

An English house of good standing are wishful to act as Sole Agents for a Canadian Fruit Canning House, packing first-class goods. Buying or on Commission. Quality first consideration. Apply "Progress," Canadian Grocer, 88 Fleet St., London, Eng.

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We still have a few hundred barrels of **Georgian Bay Apples** in stock.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

"Golden Nut" PEANUT BUTTER
C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
87 Notre Dame St. W. - Montreal.
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Mention This Paper When Writing Advertisers.

The Colwell Brokerage Co., Ltd.
St. John, N.B.
Mdse. Brokers and Wholesalers
Custom Brokers and Forwarding Agents. We are open for two sole agencies for New Brunswick or Maritime Provinces.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters
VANCOUVER

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DES BRISAY & CO.,
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturer's line.
Our salesmen get results.

Please Mention This Paper When Writing to Advertisers

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's

KIPPERED HERRING

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

WATSON BROS. FISHING & PACKING CO., LTD., VANVOUVER

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by Your Jobber

SNOW CAP
BRAND
PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

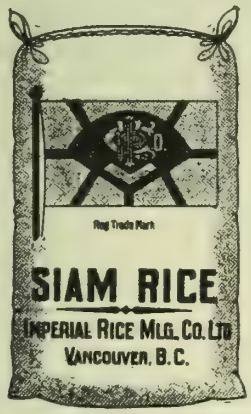
"Snow Cap"

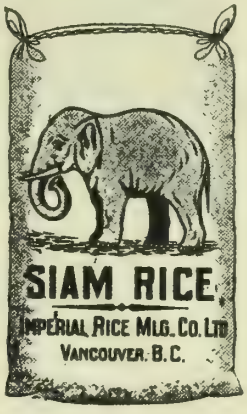
is Hand Packed by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Wantmore PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us.

R. L. Fowler & Co., Ltd.
Manufacturers
CALGARY SASKATOON REGINA

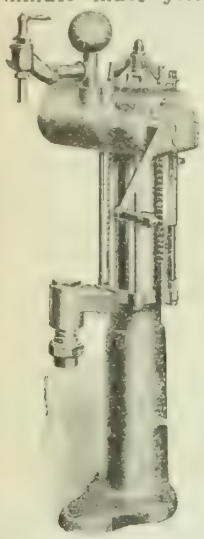
License No. 15-241

If any advertisement interests you, tear it out now and place with letters to be answered.

CONSERVE TIME

TIME is an all essential element. Napoleon was defeated because his expected reinforcements were behind TIME. Millions of dollars and thousands of lives are lost every year because men do not properly reckon with TIME.

At the present as never before in history, TIME must be conserved to the utmost degree. Every minute must yield its greatest possibilities.



BOWSER
ESTABLISHED 1885

SYSTEMS

for the storing and handling of oil, conserve more than half the TIME, expended by less efficient methods. They also conserve—

LABOR
CAPITAL
SPACE
MACHINERY
LIVES
PROPERTY
MATERIAL

BOWSER SYSTEMS ARE leak-proof, fireproof, lossproof, dirt-proof, deterioration proof, evaporation proof, rapid, economical and highly efficient.

A System for every Requirement. Write To-day.

S. F. BOWSER & CO., Inc.
TORONTO, CANADA
Representatives Everywhere.

This Carton On Your Counter

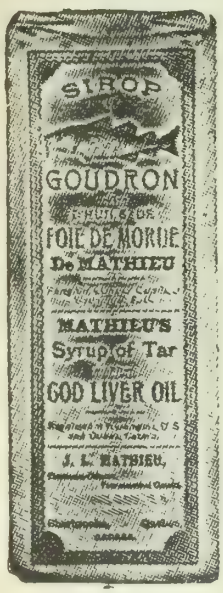
will bring you many extra sales and put nice profits into your cash drawer.

For your customers will buy Vol-Peek. It is a necessity in every home. For mending leaking household utensils quickly and inexpensively Vol-Peek has no equal anywhere.

Our consumer ads. will help you sell more. Get Vol-Peek from your wholesaler.

24 Pkgs. Cost $2.25

H. NAGLE & CO.
Box 2024
MONTREAL



Breaks Up a Bad Cold. Always Reliable.

For Your Winter Displays

Many of your customers feel the need of a dependable Cold cure during these cold weather weeks.

Mathieu's Syrup of Tar and Cod Liver Oil is the very best remedy for Coughs, Colds, La Grippe, Etc.

Show it on a corner of your counter and recommend it to all.

J. L. Mathieu Co.
Proprietors
Sherbrooke - Quebec

Put a Cane Canadian Pencil Display Stand on your counter and win extra sales and profits

Here is a splendid selling proposition, Mr. Dealer.

An attractive eye-catching counter display containing half a gross of good, easy-writing CANADIAN-MADE pencils, every one tipped and priced to retail at 5c each.

You get the whole assortment for $2.40 and the display stand will sell them for you without any extra trouble at all.

Get your share of this profit. Ask your wholesaler or write direct to

The
Wm. Cane & Sons Co., Lt.
NEWMARKET, ONT.

DODWELL & CO. LTD.

IMPORTERS & EXPORTERS

VANCOUVER, B. C.

IMPORTERS OF

Desiccated Cocoanut,
Cocoanut Oil, Rice,
Beans, Preserved Gingers
and other Oriental Lines

HEAD OFFICE :—

Exchange Chambers, St. Mary Axe,
London, E.C., Eng.

BRANCHES AT :—

Hong Kong, Shanghai, Foochow,
and Hankow, China.
Yokohama, Kobe and Tokio, Japan.
Colombo, Ceylon.
New York, N.Y., U.S.A.
Seattle and Tacoma, Wash., U.S.A.
Portland, Ore, U.S.A.
San Francisco, Cal., U.S.A.
Victoria, B.C., Can.

If any advertisement interests you, tear it out now and place with letters to be answered.

Grocers:

You strive to PLEASE your customers. You even spend money to make your store ATTRACTIVE. But what about the SERVICE you render? When your people ask you for the "best Poultry Feed," do you recommend something you can buy for a few cents a hundred LESS than an article that COSTS YOU a little more, but is much SUPERIOR in its RESULTS? How can you conscientiously believe you are serving your community, if you do not keep in stock, recommend and sell—

PURINA
SCRATCH FEED AND CHICKEN CHOWDER

You know and every poultry man knows that Purina Poultry Feeds GUARANTEE MORE EGGS or money back. With such a guarantee, your shelves should always carry them.

THE CHISHOLM MILLING CO., LIMITED
8 JARVIS STREET, TORONTO

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)
THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING OF CANADA (Est. 1910)
CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of CANADIAN GROCER.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them. Address us at London or Toronto.

The MacLean Publishing Company, Limited

143-153 University Avenue **Toronto, Canada**

A winning combination of delicious flavor and wholesomeness—

"Curling" Brand Grapefruit Marmalade

This is a line that will move across your counter quickly and profitably. It is cheaper in price than Seville Orange Marmalade (a scarce commodity this season), and its tasty deliciousness will appeal to all.

St. Williams Apricot Jam

When ordering your supply, don't forget "ST. WILLIAMS" BRAND APRICOT JAM—a popular line with profit-making possibilities that warrant a strong selling effort on your part.

St. Williams Preservers Limited

SIMCOE and ST. WILLIAMS, ONT.

Distributors:

Maclure & Langley, Limited

Toronto Winnipeg

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—**Weekly Commercial Newspaper**

The MacLean Publishing Company, Limited

153 University Avenue, Toronto **Southam Bldg., 128 Bleury Street, Montreal**
1207 Union Trust Bldg., Winnipeg, Man.

THROUGHOUT

four trying years of WAR, Red Rose Tea proved its worth as a sure and steady seller.

Throughout the RECONSTRUCTION PERIOD, Red Rose Tea will continue to prove its strength as a seller.

The time to sell Red Rose Tea is ALL THE TIME.

It has the confidence of the Canadian public who have found it always a safe, dependable tea to buy. It's the tea that makes a profitable, permanent tea business certain for the grocer.

For household baking there is one flour you can heartily recommend.

PURITY FLOUR

(Government Standard)

will give complete satisfaction to the home cook.

"More Bread and Better Bread," and Better Pastry

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Yes--Keen's is an All British Blue

All British and All Quality—the Blue your customers know and prefer.

A window or counter display of Keen's will prove to your entire satisfaction that this is the one best blue to handle and recommend — not alone because it pleases the housewife but also because of the good margin of profit it leaves you.

A Counter Display Stand like this will help your sales along

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal 30 Church St., Toronto

You'll find it profitable to sell BEAVER BRAND HAMS, BACON and LARD

These are superior quality products and your customers will buy them by preference after a first trial.

Make your provision department more productive by always showing Beaver Brand Hams, Bacon and Lard.

Ingersoll Packing Co., Limited

INGERSOLL, ONT.

CANADIAN GROCER

VOL. XXXIII. TORONTO, JANUARY 17, 1919 No. 3

Food Control May Last Another Year

Indications Point to Probability of Licensing System Being Continued After Expiration of Present Licenses—May Be Some Readjustment of the Board, But Present Controller Likely to Continue in Charge

THE impression that appears to have gone abroad, that Food Control is nearing its end in Canada, may be a mistaken idea after all. It is generally rumored in official circles that Government control over the food distributing agencies will be continued for another year at least. The idea behind this decision, if decision it be, is to keep some measure of control over these agencies, so that in the event of any restrictions being necessary in the coming months, the means for inaugurating such restrictions and the necessary machinery for enforcing them may remain in the hands of the Government. There are many restrictions also that are still in force, and that will probably remain so for some time to come. These will need some machinery for their administration if they cannot be immediately withdrawn.

HENRY B. THOMSON, Chairman of the Canada Food Board, who will become Canadian Trade Commissioner.

May Be a Change in Matters

The reason for the fairly general belief that the Canada Food Board was approaching its end has probably been due to the fact that some 50 employees of the Board have been notified that their services are no longer required. This signifies nothing in particular except that the arduous work of tabulating the thousands of licenses is at an end, and that this work is over for some months at least. These employees have been released because there was nothing further for them to do, and they could be replaced readily enough five or six months hence should their services be again required. It is possible indeed that the Canada Food Board may cease to exist under that name. The chairman of the Board and actual Food Controller, Henry B. Thomson, while still administering the affairs of this office has been appointed to the Canadian Trade Commission, to co-operate with the London and Washington missions. It is quite within the realms of possibility that both the Canada Food Board and the War Trade Board may cease to exist as separate organizations. It is generally conceded, however, that some, at least, of the activities of these two boards will be continued under some other style. The fact that Mr. Thomson has already joined the Trade Commission, and that Mr. McNaught, of the War Trade Board, is also slated for this Commission makes it seem probable that the various interests at present represented by the Food Board and the War Trade Board may be administered by this new organization.

Many Regulations Still in Force

It must be remembered that while a few of the Canada Food Board's regulations, and these the most noticeable ones, have been withdrawn, that the large majority of these regulations are still in force, with every indication that they are to be continued in force for some time to come. It is a little over a year since the first trade licenses were issued to the millers. These licenses expired on December 1 last and have been in the process of renewal since then, which means that the milling trade at least will be under license till Dec. 1919.

The other food handling and manufacturing firms follow in order and will probably be re-licensed as their licenses fall due: The fish merchant's license falls due on January 1, the wholesale fruit merchant's on February 1, the wholesale produce merchant's on March 1, the wholesale grocer's on April 1, the retail grocer's in May and so on. The fact that one business has been relicensed suggests the probability of relicensing all down the line, as otherwise there would be difficulties and differences of opinion. The millers would not take it kindly if they found that they were the only trade who had to be compelled to pay a second year's license fee. Indeed, in the Canada Food Bulletin of December, the new method of discovering just what license is required for the coming year is dealt with at some length.

Moreover, in a "Brief Talk to Journalists" that appeared in the same issue of the Bulletin, there might be noted this illuminating paragraph:

"It is too often forgotten that food control is not directly war. It is a necessity caused by war, caused by the removal of millions of men from food production, caused by the destruction of millions of acres of productive land, and caused by the employment of the world's shipping for other things than the transport of food. Its continuance will be necessary so long as these factors are not normalized, and it will be necessary afterwards until the depleted foodstocks of the world are replaced."

If Food Control is to continue till matters are normalized and till depleted food stocks are replaced it may be a matter, not of months, but of years, as it will certainly be many a long day before these happy conditions are achieved.

Wholesalers Still Required to Report

Wholesalers who rather anticipated that after the signing of the armistice, and after the first stringency of the sugar situation had been overcome, and adequate supplies were available, that they would be freed from the onerous task of keeping a detailed report of all sugar transactions for the benefit of the Canada Food Board, have found, that such is not the case, that these regulations are as rigidly enforced as ever, though the first necessity for them is passed.

While, therefore, there has been no official notification of the continuance of the licensing system, the evidence,

despite the fact that some of the staff of the Board have been notified that they are no longer required, seems to point to a continuance of the system. Whether the trades affected will submit as readily to these restrictions and limitations for another year, as they have done for the year that is passed, is a matter that remains to be seen.

Mail Order Firms May Be Taxed

Retail Merchants Will Urge Ontario Legislature, at Coming Session, to Assess Mail Order Profits of These Companies Figures to be Obtained From Post Office, Railways and Express Companies

DRASTIC action aimed to protect the merchants in small towns in Ontario against the encroachments of the big mail order houses will be asked for at the next session of the Legislature by the Ontario Retail Merchants' Association. The plan which is under discussion and which will likely be favored is to tax the mail order houses on the basis of the volume of business they do in each place. In order to arrive at this amount of business it is proposed to obtain the figures from the railway companies, the express offices and from the parcel post department. No recommendation in regard to the rate of assessment has as yet been made. This will probably be left over until it is seen what action the Ontario Legislature takes in regard to the proposal.

May Be Extended

There is every probability that if the Ontario Legislature takes action along the lines suggested that the Retail Merchants' Association of Canada will take the necessary steps to obtain similar taxation in each province.

If the situation in other provinces is anything like that in Ontario, at least what letters of merchants would indicate it is like, then the small town merchants are having troubles of their own. A great number of letters from all over Ontario have been received by the Ontario Association. Practically without exception they tell of the inroads the big department stores are making on the business in the small towns and they urge in no uncertain language that action be taken to tax the profits of the big firms.

Using Parcel Post

The point is also made that under the present system of parcel post the mail order houses have a tremendous advantage. It is suggested by some that regulations in connection with the parcel post system be modified so that the mail order houses cannot use them to the extent they do now.

Many of the merchants freely predict that unless something is done the country merchants will gradually be forced out of business.

Keenly Interested

In the meantime retailers all over the country are following with keen interest the action that is to be taken in Ontario.

The following editorial from the Owen Sound "Advertiser" may be said to sum up the views of the Ontario merchants.

Tax the Mail Order Houses

"The Ontario Government is considering placing a tax on mail order houses in order to protect the merchants in the smaller towns and cities against their competition. At a meeting of the Assessment Committee of the Legislature Mr. Proudfoot raised the question; and wholesalers present were unanimous in the opinion that the big departmental stores, through their mail order business, were driving the small merchants in the country towns out of business. They stated further that the postal service, by carrying parcels at a loss and paying for it out of the carrying of letters, was giving the mail order houses an unfair advantage.

"We hope the Government will act; it should have done so long ago. It has long been well known that the mail order octopus was crushing the life out of the country merchants, drawing, by its bait of attractive catalogues and tempting advertisements, business that should go to them. That the Government appears at last to be realizing that Toronto is not the whole province is a good sign.

"Mr. Proudfoot's suggestion was that the departmental stores should be taxed according to the business done in each municipality. The only objection raised to that plan was that it would be difficult to enforce; but we do not see where there would be much difficulty. The mail order houses know where their goods go; all that would be required would be a statement from them, giving the amount received from each municipality —which would involve a good deal of work, but presents no special difficulty.

The point raised regarding the operation of the parcel post should be looked into. Is there any reason why any service should be operated at a loss, and why the loss should be made up by persons who do not use it? Why should each department of the service not carry itself? It does not look fair to overcharge letter-writers for the benefit chiefly of institutions that are actually a detriment to the country at large.

"But the matter of postal rates is incidental; the main point of interest is action to loosen, if possible, the hold the mail order houses have gained on the business of the province at the expense of those to whom it should go."

U.S. REMOVES GOODS FROM IMPORT RESTRICTION LIST

The following commodities among others have been removed from the United States import restriction list, and licenses will now be issued for their import from any primary or overseas market: Chicory root, raw or roasted, cocoa and chocolate, prepared or manufactured; all fruits, gelatine, and manufactures thereof, hops, all expressed vegetable oils, lemon oil, rennets, soap, malt liquors, wines, other beverages, candy and confectionery, all vegetables either in their natural state or preserved or prepared, vinegar, cheese.

Would Be Serious Blow to Western Fruit Trade

Proposed Express Rate Increases Would Be Serious Blow to Middle West Fruit Trade—Increases Suggested Average Nearly 100 Per Cent.

THE enforcement of the proposed new express rate would be practically the death blow of the fruit business in the middle west. In many instances the changes reach 100 per cent. increase and upwards, which would so materially increase the costs of these products as to make them practically unsalable. Moreover the nature of these commodities is such that in many instances they must be handled by express.

The proposed rates affect shipments from both directions, and the middle west is so situated that fruit must be faced by long hauls from either direction, so that the proposed changes means a very serious increase.

As an illustration of the drastic nature of these proposed increases the present rate from Kelowna, B.C., is $2.65, the proposed rate, $6. From Victoria, B.C., the rate is $2.90, the proposed rate, $6.85.

From the East the same substantial increases are proposed. The present rate from the Niagara Peninsula is $2.64 with a proposed rate of $5.65; from Leamington, Ont., and section the proposed change is from $2 90 to $5.40.

It will be readily understood what a serious factor this increase would be.

It is understood that the Fruit Commission at Ottawa intends to combat these demands, and G. E. McIntosh, in charge of the transportation section of the commission, is gathering data to defend the case of the fruit interests.

The probability is that the wholesale withdrawals of commodity rates will not be permitted, but if present rates are found to be too low increases will be admitted on a percentage basis, which will not unduly discriminate against any particular lines of goods.

Expect Coffee to be High Six Months

World Demand Has Not Yet Begun to Manifest Itself—While Surplus Large, Europe's Demands Great — Little Definite Regarding Canada Getting Supplies Direct—Costs of Direct Imports Higher Than Buying in New York

THAT the price of coffee will not be reduced, or if so only to a very small extent, is the opinion of W. J. Roberts, of Grace & Company, importers, Montreal. Their sources of information through their connections, not only in New York, but also in the Brazilian markets, lead them to the conclusion that, notwithstanding the reports to the contrary, prices are to remain high for some time. There is this big factor to remember, and that is, that the Brazilian Government comes frequently to the rescue of the producer when the supply is greater than the demand. It is, therefore, to be noted that, in continuance of this policy the Government of Brazil will continue to be a big factor in maintaining the high basis which has been attained of late.

Much of Supply Sold

Notwithstanding the fact that supplies are enormous in Brazil at the present time, this firm point out that a great deal of coffee has been already sold. This is held in the growing centres simply because transport could not be secured to take it elsewhere. Just as soon as this is available the stocks will be moved.

Mr. Roberts believes that the Germans and Austrians in particular are very hungry for coffee. As yet, it is believed that little movement has been actually consummated, but this is the result of ship shortage and technical arrangements. Just so soon as arrangements can be completed and when ships are to be had it is thought that the necessary money will be available for the purchase of supplies by these countries and that they will readily pay full market prices.

Canada Will Buy in New York

For some months past a quantity of coffee has been brought to Canada direct from the south by boat. This was experimental to a large extent and until lately it was hoped that it might be continued successfully. It is feared, however, that when insurance risks are considered, it would be more costly in peace times to bring coffee forward this way than to follow the old plan of buying in New York. New York is the great coffee trading centre and has so been considered for generations, and it is just as reasonable to expect that the money centre of the world will change from London as to look for a removal of this coffee trading centre. So complete are the arrangements there that buyers can purchase to better advantage, and delivery may be had quickly, for large supplies are carried on hand at all times.

Lifting of Restrictions

The lifting of Government restrictions in the United States has not had any appreciable or even noticeable effect upon the trading or situation in Canada. This is accounted for by the fact that the basis of the market in Brazil was higher than that obtaining in New York or Canada. It is quite true that there will be an active competition for business, but the general conditions obtaining now, and which have already been outlined, will serve to steady the markets on a higher, rather than on a lower basis.

There has been some fluctuation in the markets recently, particularly in futures. Some do not expect that this will amount to much as the supplies in roasters' and importers' hands in the United States are far below normal. It, therefore, becomes necessary to buy from the Brazilian growers at present prices, regardless of the desire to withhold all buying in an effort to force prices lower. It is an interesting situation and one which must necessarily give the trade much concern.

COURTESY ALWAYS PAYS

There is recognition to-day in most concerns of the fact that the man who comes to sell often brings wares, and sometimes information, which are of decided value to the company upon which he calls. The former attitude of purchasing agents that salesmen are an irritation, or a nuisance to be gotten rid of as quickly as possible, is changing.—"System."

WINNERS OF THE CANADIAN GROCER CHRISTMAS WINDOW CONTEST

CLASS A

Cities of over 10,000 inhabitants

1. Nation & Shewan, Ltd., Brandon, Man., dressed by E. C. Stuart.
2. Island & Bamford, Toronto, Ont., dressed by C. J. Bamford.
3. The McLean Grocery, Moose Jaw, Sask., dressed by Harold Crone.

Honorable mention—McBrides, Ltd., Moose Jaw, Sask., dressed by W. Walker; Edmonton City Dairy, Edmonton, Alta.; G. F. Grinyer, Toronto; W. J. Chesher, Toronto; F. H. Robinson, Hamilton, Ont.

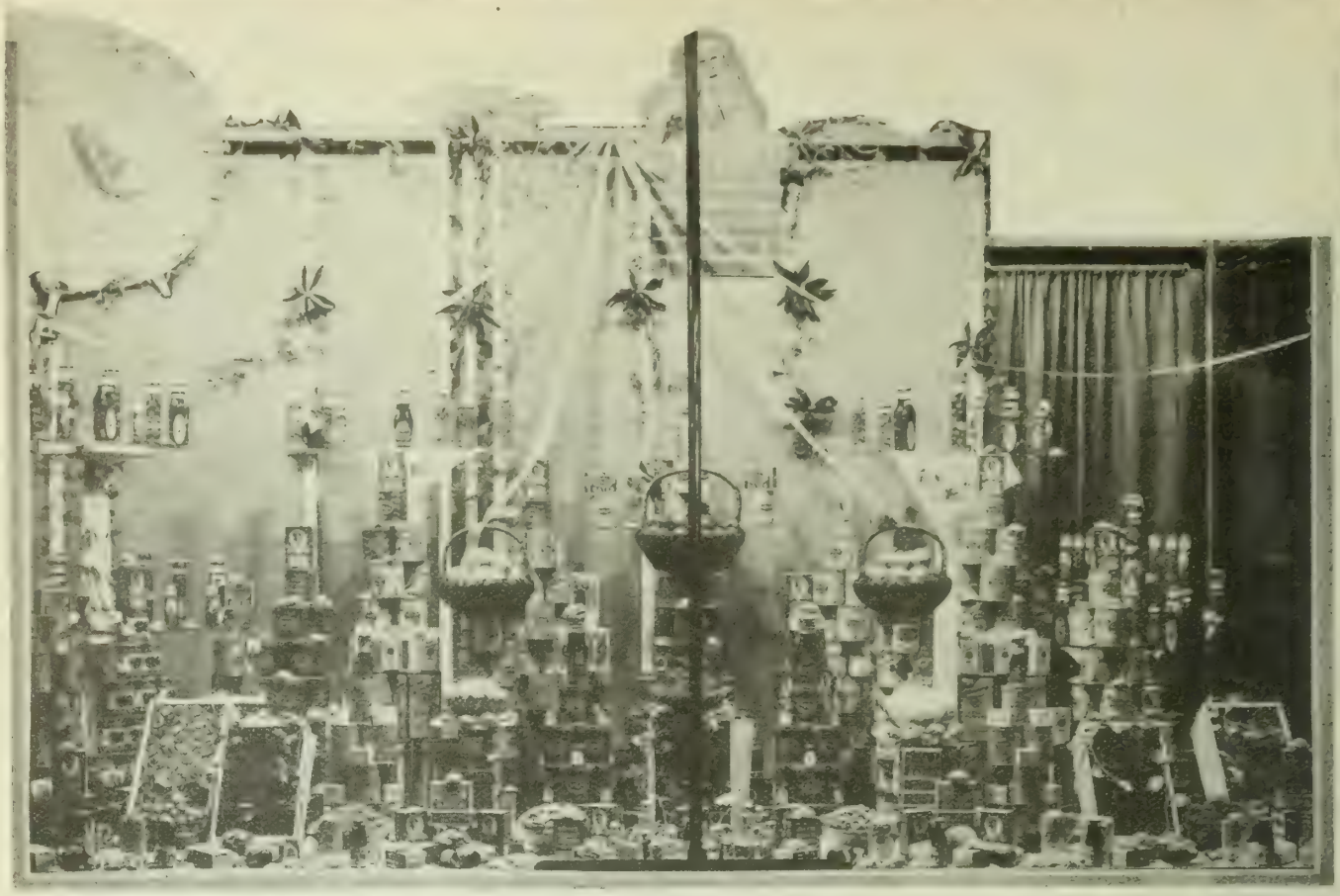
CLASS B

Cities of under 10,000 inhabitants.

1. The McKenzie Co., Kelowna, B.C., dressed by Mr. Johnstone.
2. J. F. Fumerton & Co., Kelowna, B.C., dressed by W. G. Lock.
3. B. C. Watson, Leamington, Ont., dressed by Ted Locke.

Honorable mention—The Business Corner, Preston, Ont., dressed by Lewis A. Krieg; W. V. Webster, Trenton, Ont.; W. T. O'Neil, Clinton, Ont.; Norton & Fisher, Shelburne, Ont., dressed by Edgar Patterson; J. P. Robertson, Grimsby, Ont., dressed by Miss A. Walker; MacEwan's Grocery, Cobalt, Ont.

The entries this year have been of an unusually high standard, and the decision of the judges has been by no means easy. In some instances the displays entered were of an unusually attractive nature, and showed no small element of novelty in their arrangement, but failed to win a prize because of a variation from the display of distinctly Christmas lines. It being felt that staple groceries displayed in profusion detracted somewhat from the Christmas appeal of the window. The windows that obtained honorable mention will be illustrated in future issues and some comment will be made upon them at that time.



A Christmas Atmosphere

THE *above illustration is of the Christmas window display of Nation & Shewan, Ltd., Brandon, Man., winner of the first prize in the* CANADIAN GROCER *window competition, Class A.*

The window was dressed by E. A. Stuart, and is a very fine example of the window dresser's art. There is not a line of goods in the window that would not have its appeal to the Christmas shopper. Pyramids of canned fruit of different heights carry the attention to the back of the window. Attractively arranged shelves display olives and pickles. Fancy baskets surmounting pyramids of canned goods display oranges and apples. While glass dishes on a lower level display candied ginger and similar confections. The base of the window is given over to a variegated array of products for the Christmas dinner table.

The window was given first prize, because quite apart from its artistic merit, it was believed that it would be a strong selling agency, and because, while displaying a large variety of goods, there was no crowding or confusion, and no loss to the essential selling value of the window.

A Well Balanced Window

THE *above window is the winner of the* CANADIAN GROCER'S *Christmas window contest in Class B. The window is that of the McKenzie Company, Kelowna, B.C., and was dressed by Mr. Johnson. The window is a very fine example of a balanced display. The balance is perfect even to the palms in the background that give an unusually attractive setting. This window, too, is built on the pyramid plan, though on a more conventional plan than the winner in Class A. The window is outlined in boxed raisins, behind that a bank of oranges set off by large bottles of olives. On a step above these are three pyramids of canned fruits topped by fruits in glass while at the sides are figs in bulk and dates in boxes. The background of the window is built up of boxes of candy, canned fruit and boxes of oatcakes. A very effective use is made of palms and flowers in this window. Note also the use of price cards.*

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION—Canada, $3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, JANUARY 17, 1919 No. 3

ENLARGED PROVISION DEPARTMENT

SO many merchants nowadays are dealing in meats, fresh, cooked or cured, that it has been decided to enlarge the scope of the market service of CANADIAN GROCER to take in these items. Quotations on a full line of fresh meats, cured meats and cooked meats will appear each week in the provision markets.

These markets are not easily obtained, as there is a wide variation in prices, and a wide variation in the opinion of buyers as to values. These markets, therefore, are not based merely on the quotations of large meat wholesalers and producers, but are checked with the buying prices of a number of well-posted retailers. The ranges given, therefore, will represent the prices at which any retailer should be able to buy goods of a quality that should be found completely satisfactory.

CANADIAN GROCER trusts that this added service in this department will be found to be of no little value to the trade.

THE CASE OF MARGARINE

THE Hon. T. A. Crerar, Minister of Agriculture, speaking recently before the Eastern Ontario Dairymen's Convention at Brockville, Ont., stated that the introduction of margarine had been a war measure to meet the pressing need of the poor for edible fats.

"I believe, however," continued the Minister, "I am safe in assuring you that what was done as a war measure will not be made permanent save by legislation in Parliament, in which case all parties can be heard."

This is, of course, a statement that bears nothing on its face except the fact that the public are once again going to have to fight for the permission to obtain a cheap and essential food. There seems to be no good reason for any discussion of the matter except that the dairy interests have a totally unfounded fear that its introduction would undermine their business. The fact that it has not done so in the year or more that it has been under sale in Canada should be a sufficient retort. In any event it is questionable whether prohibition of this kind should be permitted to foster one industry at the expense of the whole country.

MORE PROSECUTION FOR SELLING ADULTERATED GOODS

RECENTLY two Ottawa merchants were fined for selling adulterated maple sugar, and the Retail Merchants' Association branch of that city is contemplating a serious discussion of this question at their coming convention. If the discussion brings to the attention of the merchants the danger of selling such goods without obtaining protection in case the manufacturer has adulterated the product then the discussion should do much good. If it is aimed to change the existing law it is very questionable if it will have even the smallest item of success.

Under our present system of importing food products there is only one person who can be held responsible, the actual vendor. Goods imported from the United States are graded under United States standards, while similar conditions prevail in regard to all foreign imports. Efforts have been made to have this system changed, but without success. It is manifest that it is impossible to hold the American exporter responsible in a Canadian court. Therefore, the man who actually sells the product to the public is charged with the responsibility, and it rests with him to assure himself of the quality of the goods he sells. This is the reason for the system adopted.

While the law seems an unjust one, putting, as it often does, a penalty on merchants who are free from any dishonest intent, the Government has made a provision that protects the vendor. A Government warranty may be demanded with any purchase of a questionable article. This warranty automatically transfers the blame to the right shoulders. Many firms are attaching warranties to the goods they send out when these are goods subject to question. It is not a difficult matter for the merchant to protect himself in this way, and if he fails to do so after repeated warnings, he has, after all, only himself to blame.

U.S. Makes Further Changes in Export Licenses

Changes Permit Export Under Given Conditions and From Stated Sources Without Individual Export Licenses

THE U.S. War Trade Board announce the revision of the regulations under which shipments of certain origin and destination, the importation of which has been otherwise licensed, may be exported without an individual export license when the same are conveyed in transit through the territory or via any port of the United States. These regulations, which were announced in W.T.B.R. 199, issued August 19, 1918, and W.T.B.R. 349, issued December 3, 1918, are, therefore, withdrawn, and the following are in substitution therefor:

1. Special Export License No. RAC-42 has been reissued through the Customs service, effective January 2, 1919. This license will now authorize the exportation, without individual export licenses, of shipments of all commodities originating in any foreign country and destined to any foreign country when the same are conveyed in transit through the territory or via any port of the United States when they are proposed to be exported from or taken out of any port of the United States; provided, however—

2. That this license does not authorize the exportation of shipments originating in countries in South and Central America, other than British or French Colonies, destined to any country other than England, France, Italy, or Japan, their colonies, possessions, or protectorates; nor shipments originating in any place other than England, France, Italy, Japan and their colonies, possessions, or protectorates and destined to any point in South and Central America, other than the colonies of England or France.

3. Before allowing any of the abovementioned shipments to be exported, the Collector of Customs at the port of entry will require, in the case of rail shipments, that there shall be noted on an extra copy of Customs Carrier's Manifest, Form 7512, the full name and address of the actual consignee of the shipment, and if the shipment is made to a bank or other broker, factor, or agent, the full name and address of the actual consignee on whose account the shipment is made; and a statement to the effect that the shipment is made under License No. RAC-42. A true copy of such Customs Carrier's Manifest, Form 7512, must be delivered by the carrier to the Collector of Customs at the port of exit. In the case of shipments by vessel when Form 7512 is not used, the Collector will require the filing of an extra copy of the ship's manifest or a portion thereof, on which must be clearly shown the particular items thereon which are licensed under RAC-42, together with the full name and address of the actual consignee of each such shipment, and if the shipment is made to a bank, broker, factor, or other agent, the full name and address of the actual consignee on whose account the shipment is made.

4. The extra copy or Form 7512 or the extra copy of the ship's manifest which is filed with the collector at the port of exit, will be forwarded immediately by the collector to the War Trade Board, Washington, D.C.

5. It should be noted that Special Export License No. RAS-42 authorizes the exportation only of shipments IN TRANSIT through the United States and that shipments consigned to consignees in the United States, to be reconsigned to consignees in a foreign country, are not considered in transit under this license.

6. Attention is further called to the fact that License No. RAC-42 is an EXPORT LICENSE and does not authorize the importation into the United States of any commodity without an import license. License No. RAC-42 also does not authorize any shipment from or to any individual, partnership, association, or corporation whose name appears on the Enemy Trading List.

7. Shipments traveling in transit by rail on Customs Carrier's Manifest, Form 7512, must be covered by individual export licenses when they are not made in accordance with the regulations described in paragraph 3 hereof.

WINNIPEG CLOSING BY-LAW TESTED IN COURTS

The first test case in connection with the Winnipeg early closing by-law was heard in the Winnipeg Police Court recently when a Winnipeg grocer was fined $5 and costs for breach of the by-law. There was no evidence submitted to prove that the merchant in question had sold any groceries after the legal closing hour, the evidence merely going to prove that goods had been exposed for sale after the prohibited hour. There were 54 other persons charged with the same offence who were remanded pending a possible appeal of this conviction.

FURTHER REMOVALS FROM U.S. CONSERVATION LIST

The United States War Trade Board announce that the following items among others have been removed from Lists of Restricted Imports. Licenses will be issued freely, when applications are otherwise in order, for the importation of such commodities when shipped from any primary or overseas market on or after January 1, 1919: Shellfish, tobacco leaf; fish, fresh, cured, and preserved; animal oil; borax; chloride of lime; dairy products; meat products and preserved meats; paraffin; starch; argols or wine lees; edible substances, not specially provided for in tariff schedules; tea waste, siftings, and sweepings.

Stocks of Canned Goods, Sugar, Etc., in Wholesalers' Hands

Bureau of Statistics Report For Month Ending October 1 of Transactions by Wholesalers

THE Dominion Bureau of Statistics has recently issued a report of the stock of canned goods, sugar and evaporated apples in wholesalers' hands for the month ending Oct. 1.

The statistics show the stocks owned by the wholesalers licensed by the Canada Food Board and the sales made by these wholesalers, to retailers and all other purchasers who are not wholesalers. This last excludes sales which are merely transfers between wholesalers, and shows what stocks have gone on for consumption from the warehouses of the wholesalers within the month. These data being compiled from the "Stock Forms" of the Canada Food Board are as complete as can be made from the reports received from the licensees:

GRAND TOTAL—CANADA

Commodity.	Unit.	In Transit.	In Warehouse.	Sales to Retailers
Milk, powdered	Lbs.	12,526	168,557	118,029
Milk, condensed	Cases	3,082	21,715	18,276
Milk, evaporated	Cases	6,764	52,526	42,400
Canned Tomatoes	Cases	34,383	157,482	48,640
Canned Corn	Cases	4,085	42,608	12,111
Canned Peas	Cases	21,071	269,669	56,659
Canned Pork and Beans	Cases	26,682	82,771	22,973
Canned Salmon	Cases	5,146	89,582	35,556
Canned Sardines and Other Fish	Cases	2,333	85,283	19,039
Canned Shell Fish (include Oysters, Clams, Lobsters, Crabs)	Cases	1,366	21,437	4,441
Canned Meats	Lbs.	45,829	781,942	254,379
Miscellaneous Canned Fruits, size 2	Cases	10,702	123,304	27,347
Miscellaneous Canned Fruits, size 2½	Cases	516	22,774	7,582
Miscellaneous Canned Fruits, size 10	Cases	3,219	80,128	16,710
Miscellaneous Canned Fruits, other sizes	Cases	311	12,473	6,285
Jams and Preserves	Lbs.	423,889	4,935,183	1,792,524
Dried Apples	Lbs.	15,425	243,050	179,439
Sugar	Lbs.	3,276,384	4,489,295	34,965,248

How To Retain a Valuable Clerk

Difficulties and Dangers of Partnerships—A Minor Interest in a Corporation Obviates These Difficulties—A Satisfactory Method of Bonusing

By HENRY JOHNSON, JR.

A MERCHANT has an exceptionally valuable, effective clerk. The man is industrious, earnest, a good salesman, skilful at display work. The time comes when such a man gets beyond the wage line. He cannot be paid more wages than he is getting because, no matter how it might be kept "confidential," the fact would become known and dissatisfaction would result with the others. Yet ways must be devised whereby that clerk can progress to higher earnings or he will be lost to the store.

The end can be reached either through giving the man some kind of interest in the business or paying him a percentage. Let us work it out both ways.

Time was when the custom of taking the senior clerk into partnership was common. In fact, the man began as a boy with that plan in mind, and everything shaped itself to that end. But many disasters warned merchants to go slow on that experiment. For partnership is like marriage: easy to get into but hard to get out of—and plain purgatory if not congenial, while the opportunity for legalized robbery is wide open.

Dangers of Partnership

The fundamental danger of partnership is that partners are not only equal owners, but, in the eyes of the law, each is the sole owner of the business so far as the outside world is concerned. Thus, the merchant who takes into partnership a favorite clerk to reward him and retain his services, may agree with the clerk that he gives him only a quarter interest in the business; but the minute the papers are signed, the clerk may exercise all the functions of sole owner. He may order goods to the limit of the responsibility of the business; he may tap the till, the safe and the bank account with utter immunity from danger of legal process, because the law says it is all his. The idea seems to be that, inasmuch as outsiders cannot tell anything about the inside agreements between partners, each partner is vested with full authority. Thus all who make contracts with the firm may have full protection and can evoke the law against all the assets of the firm to protect their contracts.

Aside from plain dishonesty and fraud, there is the great element of human nature. Plenty of men make agreements in entire good faith who later on come to misunderstand each other, grow apart, are estranged, become suspicious of each other, get to fighting and dissipate all their substance in quarreling and the costs thereof. We hear every day of cases wherein one partner puts it up to the other to "buy out or sell out—an' I don't give a continental damn which you do!" Often when the decision finally is made, there is nothing left either to buy or sell.

Contrast the Corporation

The corporation is another matter. There the assets are taken by the courts and formed into "an artificial person." Fred Hanson may be a grocer in his own individual right. He has absolute control over his possessions and can do with them practically what he likes. But when he incorporates into Fred Hanson, a corporation, he can do with his own as he wills only through sundry well defined courses of action, all subject to legal restriction. Moreover, Fred Hanson, a corporation, may consist of any number of natural persons over two.

If, then, the merchant desires to take into limited control his favorite clerk and give him an eighth of the business, he can accomplish this not only definitely but with comparative safety through incorporating and allotting an eighth of the capital stock to his clerk. Furthermore, since he himself still is sole owner of seven-eights of the business, he controls every particle of it as fully and exclusively after he has incorporated as while he owned it all; for his is the majority interest.

The beauty of the corporation is that it provides for a square deal to all. Each party in interest gets what is his—no more, no less—and it is safeguarded to him. Thus the clerk who is given an interest will have the interest secure from any "reniging" or change of mind of the old boss; but he can get no more than is provided for him through the action of the boss. There are other points, but these are all we need for our present purpose.

If the Boss Wants No Divided Interest

But let us consider the case of the man who has this kind of clerk whom he desires to retain and whom he wishes to treat equitably, but whom he does not want to take into the business in any capacity. Let us suppose that the clerk manages a department and also sells on the floor about as much as any one man can be expected to sell. Let us agree that he is being paid so liberally that any further advance in mere wages would lead to embarrassment with the rest of the help. How shall he be paid more without having an interest in the business?

Of course, there is always the commission plan. One always can pay a man a definite percentage for work done. The difficulty about one who has grown to importance on a salary basis is that it is hard to arrive at a basis of percentage which will satisfy him without entailing overbalancing difficulties.

Let us suppose the man is selling $600 a week, running the perishable goods department and drawing $25 wages. That may be $10 more than you are paying the next highest man, yet it is far within the average allowable wages expense simply figured on his sales alone. But again, he has attained to such sales ratio and been satisfied up to now, while doing all the rest of the work indicated. The man is so cheap that you cannot afford to let him go.

If you took 8% as the basis of wages expense on sales, you would have to pay this man $48 per week—and that, obviously would never do.

You might take $600 weekly sales as your basic figure and pay him as much as 10% on all sales in excess thereof. But if you did that you would have him so eager to makes sales in excess of $600 that undoubtedly he would neglect his other work and you would merely spoil a good clerk.

Really, there seems to be only one way to meet the difficulty: to give him a definite share in the net earnings of the business, either in addition to or in lieu of a salary. Of course, such a matter must be handled with great care and foresight. It will have the great advantage that if there are no net earnings, no bonus will be due the clerk, while every incentive will impel him to watch and work to the end that the business be made more profitable.

The Equitable Share

Suppose your records over a series of years show that your average net profits—I mean absolutely net, with all shrinkages; losses and reasonable depreciation of all kinds out—is $2,400 a year. It might be good to arrange to give the man ⅛ or 3-16 of the net profit in addition to his salary as now fixed. This is safe, for the net profits accrue over and above your expenses, and those expenses now include his salary. Yet this would give him $300 to $450 additional a year.

That figure would be well inside of the $48 per week to which 8% on sales would entitle him, while the chances are that, with such incentive to work, he would so exert himself, and be so greatly additionally helpful to you that he would more than earn his extra pay. Suppose, for example, that together you could make $3.000 net and your agreement was to pay him 3-16 of the net. His extra would be $462.50, and that deducted from $3.000 would leave you $2,537.50, or $137.50 more than your former total.

My excuse for discussing this matter is that I was asked a time since to write it in confidence to one who was faced with the problem. I hope, therefore, that it may be of some use to others.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

G. C. Donahy and Joseph Paul, general merchants, of Minto, N.B., have suffered loss by fire.

A. P. Whitlock, manager of the Canadian Swift Co., Ltd., St. John, has returned from a trip to Toronto.

Miss Maude Blair, who has been a valued member of the staff of Folkins' grocery store, Sussex, N.B., for the last seven years, died this week as the result of an attack of influenza.

M. Blondahl and S. Blondahl, of Reykjavik, Iceland, visited St. John this week to confer with representatives of fish corporations. They operate a steam trawler off the Nova Scotian coast with headquarters at Canso.

W. D. Wilson, chief inspector under the N.B. Prohibitory Act, was in St. John this week conferring with the wholesale grocers in regard to the restriction of the sale of lemon extract and similar commodities, which have been used recently as beverages. Petitions on this subject have been addressed to the Provincial Government, and it is expected that an amendment to the Act will be introduced at the next session of the Legislature to cover the matter.

Quebec

Ed. Legault has bought out P. Mainvaille, 183 Guy Street, Montreal.

V. Galipeau has bought the grocery of Mrs. D. Brisebois, 2 Jolicoeur Street, Montreal.

R. L. Innes, general manager of Dominion Canners, Ltd., Hamilton, was in Montreal during the week on special business.

J. S. Meyers, of Peerless Cereal Mills, Ltd., Woodstock, was a visitor to Montreal last week.

F. W. Arnold, manager of the Chisholm Milling Co., Ltd., Toronto, was in Montreal last week.

I. Houle has purchased the grocery business of Mrs. H. Mailloux, 488 Chambord street, Montreal.

A. Brunet has purchased the grocery business of Henri Brunet, 500 Duluth Ave. E., Montreal.

N. Bourdon, 343 de Montigny street, Montreal, has purchased the grocery business of V. Loiselle.

A. Bourbonnais, 5358 Sherbrooke Street West, Montreal, has just purchased the business of A. Rouleau.

W. A. Brown, chief of the Poultry Division, Department of Agriculture, Ottawa, was in Montreal last week.

W. J. De Corse, representing the California Associated Raisin Co., Fresno, Cal., was in Montreal early this week.

Albert Cawthorne, representing D. Hatton Co., Montreal, has left for his annual winter trip to western points and will go as far as Sault Ste Marie.

J. L. Patenaude, founder of the wholesale grocery firm of Patenaude, Carignan & Co., Limited, has been appointed a director of the British Colonial Fire Insurance Company.

J. R. Grant, for many years with Walter Paul, Montreal, has purchased the grocery business of S. J. Geddes, 795 St. Catherine Street West, and has already assumed charge.

As a result of the very serious fire which consumed a large auto repair shop and factory on Wellington St., Montreal, Sunday afternoon last, S. J. Carter and Co., wholesale grocers, are stated to have lost $20,000 in damage to their stock.

The Board of Railway Commissioners sat in Montreal on Thursday of this week, when they are to consider the new rates asked by the express companies. It is expected that various deputations will memorialize them as to their several viewpoints along this line.

Christmas Keough, one of the most clever and notorious of swindlers succeeded, it is now asserted, in playing his game in Montreal last July, several large retail firms here and one bank being cleverly fleeced of real money. His plan was that of paying a flying visit as a Cobalt mining operator. Among other things, he is said to have secured thousand of dollars' worth of jewelry, etc. He paid for these with bogus cheques.

Ontario

F. W. Lee, proprietor of the general store, Enniskillen is dead.

Milo Mallory, general merchant, Monetville, has suffered loss by fire.

E. A. McKenzie, general merchant, Clandeboye, has sold to John L. Simpson, London.

Wm. Metcalfe & Co., grocers and butchers, Kitchener, are discontinuing business.

D. J. Lamb, of the Woolworth Co., has purchased W. J. Stewart's grocery business at 8 Elgin street, St. Thomas.

John Carlyle, who carried on a showcase and furniture manufacturing business at 53 Hayter St., Toronto, died recently after a brief illness.

Fred G. Bradley has leased the Lambert store, Welland, formerly occupied by McQuitty's grocery, and has installed an entirely new stock. The new store was opened Jan. 4.

The Square Deal Co-operative Creamery of South Cayuga has been incorporated to carry on a general dairy business. The head office will be at South Cayuga.

The Mount Pleasant Creamery Company has recently been incorporated in Ontario to carry on a general creamery and cold storage business, and also to deal in groceries. The head office of the firm will be at Mohawk.

The National Preserving Company has been incorporated under the Ontario Companies Act with a capital of forty thousand dollars and with head office at Toronto to manufacture jams, jellies and fruits, and to do a general preserving business.

Gurney Delois Barrett, a traveller for the Club Coffee Company, died on Wednesday of last week at his home, 1053A Bloor West, Toronto, after a short illness from influenza, followed by pneumonia. He leaves a wife and young daughter.

James Watt Blain, a brother of Hugh Blain, of the Eby, Blain Company, Toronto, died on Saturday last.

Lon Burgess and G. Porter are opening a cash and carry grocery business in the store formerly occupied by McCallum & McDougall, Wallaceburg, Ont.

Fred C. Hoehn, formerly with H. R. Ross, Simcoe St., Oshawa, has purchased the store of W. C. Souch, of the same town, and has renovated it throughout and will conduct business at this stand.

Martin & Grass, who purchased the Pugh grocery store, Sarnia, have leased the store on the corner of Christina and Davis street now occupied by Thos. H. Elliott, barber, and expect to move into the premises shortly.

Mrs. Kennedy, wife of S. J. Kennedy, St. Catharines, died recently. Mrs. Kennedy was well known in the trade, having managed one of the two stores operated by her husband in the city; and having gained the reputation of being one of the best store managers in Ontario. The sympathy of the members of the trade will go out to Mr. Kennedy in his bereavement.

F. W. M. Ross, secretary of the St. Williams Fruit Preservers Limited, Simcoe, Ont., leaves on Saturday on a business trip, combined with a honeymoon, to the Western States and British Columbia. Mr. Ross will also attend the Annual Convention of the National Canners' Association in Chicago, and will spend some time in West California and British Columbia. He expects to be back by the middle of February.

D. W. Harmer has purchased the wholesale grocery business of W. H. Merriman Co., St. Catharines, Ont. His intention is to form a limited liability company to operate the business. Mr. Harmer was formerly with Western Grocers, Limited, which was known as the A. Macdonald Co., Winnipeg, until a short time ago. Mr. Parnall is retiring from the wholesale grocery business in St. Catharines.

Western

Geo. A. Stone, broker, Vancouver, has gone east.

H. Hurum, general merchant, of Holdon, Alta., has sold out.

C. E. Disher, Vancouver, left for New York after New Year's, and will be away several weeks.

Freeman & Short, general merchants of Gilroy, Sask., have dissolved partnership.

The East End Bakery, grocers and bakers, Edmonton, Alta., have suffered loss by fire.

Leeson, Dickie, Gross & Co., Vancouver, will in future go under the name of Western Grocers Ltd.

F. W. Smith, general merchant, of Weyburn, Sask., has been elected president of the Weyburn Board of Trade for the coming year.

Jennings & Company have opened a new general store at Dodsland, Sask. The store has been recently occupied by J. A. Robertson. It will be renovated and improved in the near future.

PIONEER ONTARIO GROCER PASSES

Robert Austin Dutton, 275 Roncesvalles Ave., Toronto, died early this week from heart trouble after an illness of two years. The late Mr. Dutton was born in Longton, England, 65 years ago. He came to Canada when 16 years of age, and was one of the oldest grocerymen in Ontario. He first started business in Barrie 26 years ago, later he was in Peterboro for 11 years, and had conducted business in Toronto for the past eight years. While he has been suffering for some time he has been actively engaged in business up to almost the end. He is survived by his wife, E. Dutton; three daughters, Mrs. G. G. Hall, of Edmonton; Mrs. H. C. Huffman, of Peterboro; and Mrs. C. H. Harris, of Toronto; one son, Robert, who was associated with him in the business.

CANADIAN GENERAL TO RESIDE IN TORONTO

Lieut.-General Sir Richard Turner, who in public life is of the firm of Turner, Whitehead, Whitehead & Co., wholesale grocers, Quebec, with interests in lumbering, will, it is said, make Toronto his home after the war.

CHARGED WITH NON-DELIVERY OF GOODS

A. Teitelbaum, who runs a grocery store at 532 Selkirk avenue, Winnipeg, appeared before a magistrate in the provincial police court recently to answer to a charge of accepting payment for goods and failing to deliver them. He pleaded not guilty. His driver claims that the goods were delivered, but would not swear that they were delivered to L. Kruk, who paid for them.

The magistrate heard the case and ordered the driver to go to the house where he delivered the goods with Kruk and see that they were restored, and to appear in court on Monday morning to state the result.

DAYTON SCALE CONVENTION

The Dayton Computing Scale representatives, Central and Eastern Canada Divisions, held an important convention at the offices of the company in Toronto January 9, 10, 11. The Dayton Computing Scale Company forms part of the International Business Machines Co., Ltd., of which Frank E. Mutton, known to the retail trade throughout Canada, is vice-president and general manager. Mr. Mutton presided over the Convention and was assisted by the sales manager.

FRANK E. MUTTON.
General Manager of the International Business Machines Co., and J. W. Davidson, Sales Manager of the Dayton Scales Division, who took an active part in the convention.

of the Dayton Scale Division, J. W. Davidson.

The convention was largely attended and reconstruction problems as affecting the company and the retail trade in Canada were gone into thoroughly and the salesmen left with many new ideas. The increase of Dayton scale business during 1918 was large, being 35% over the largest year in the history of the business.

The company expended something over $150,000 in additions and improvements to the Dayton Scale plant. It is understood that still further expansion of factory and plant is being planned.

W. K. KELLOGG CEREAL CO. MANAGER RETURNS

W. S. Ware, of the W. K. Kellogg Cereal Company, is once more at his desk after an absence of over a year. Mr. Ware had some trouble with his ears contracted in the cold weather of the early part of last winter that resulted in deafness and necessitated a change of climate. For the past 14 months he has travelled through Florida and Texas and other Southern States, and he returned completely cured. Since his return the Toronto office of the company has been moved to the Bank of Hamilton Building, Yonge Street. During his absence the business was looked after by R. C. Smith. Mr. Ware's many friends in the trade will be glad to welcome him back.

MONTREAL MERCHANTS WOULD CLOSE FOUR NIGHTS A WEEK

Between 300 and 400 members of the Retail Merchants' Association of the Province of Quebec, who assembled Jan. 9 at Montreal, voted by a great majority in favor of having all retail stores of all classes in the city close at 7 o'clock four nights a week, Monday, Tuesday, Wednesday and Thursday. A petition embodying this request will be presented to the Montreal City Council, asking that a by-law be enacted to compel all stores to close early on the nights suggested, instead of only two nights a week, as at present.

PROMINENT WINNIPEG BUSINESS MAN RETIRES

George N. Jackson, who has completed forty years with the firm of Walter Woods & Co., has announced his retirement from the active management of the firm's Winnipeg house.

Mr. Jackson came to Winnipeg in 1897 and established the branch here a year or two later, and has contributed largely to its success. He has also been interested in many public undertakings, having occupied the president's chair in the Y.M.C.A., Board of Trade and the Canadian Credit Men's Association.

As a mark of appreciation he was presented by the Winnipeg staff with a handsome cabinet of silverware.

Mr. Jackson is succeeded as manager by J. A. Pottruff, who has been with this firm since 1895.

Fred A. Walker, who has put in the past eighteen years on the road for the firm, will act as sales manager, and J. M. Proudfoot will continue as credit manager.

THE LATE JOSEPH A. TETRAULT.
who for twelve years represented the Lake of the Woods Milling Co. in Montreal, a report of whose death appeared in last week's Grocer.

SUDDEN DEATH OF ENNISKILLEN, ONT., MERCHANT

A very sudden death occurred at Burketon Junction, Ont., Jan. 9, when Fred W. Lee, general merchant of Enniskillen passed away while loading some boxes of goods. He has conducted a general store at Enniskillen for a great many years, and was also Postmaster for several years. He was very highly respected as an upright an dstraightforward business men.

WESTERNER BUYS ONTARIO WHOLESALE BUSINESS

D. W. Harmer, formerly with the Western Grocers Ltd., Winnipeg, has purchased the business of W. H. Merriman & Co., wholesale and retail grocers, St. Catharines, and took possession on Jan 1. Mr. Harmer intends to make the business a limited liability company.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INTEREST centres very largely in the packing industry this week. A report is current that when present contracts between the Allied Buying Commission and the packers are executed, which will be very shortly, no further contracts will be allotted for some months. It is indicated that the accumulation of supplies in Great Britain and France is such that no further imports are necessary for four or five months. This is a serious blow not only to the packing industry but to Canada. The fact that prices may come down a few cents will not overcome the economic loss to the country as a whole. It is hoped some modification of proposed attitude of the Allied Buying Commission will be possible.

Coffee rules with a firm undertone, and on present basis it looks as though markets here may undergo some further revisions upward until full value, in line with primary situation, has been attained.

Sugar is now plentiful and the outlook is considered good for the year. Manufacturers are preparing to extend their activities, and the outlook is one which holds promise of big things.

MONTREAL—There are quite a number of definite changes this week, advances being made for peanuts in the shell in one quarter, and the market for these has firmed somewhat again. Among other lines to advance are cocoa of a special brand, apples by the barrel, celery, baby food, one line of soap, baking powder, and lima beans.

Declines have been recorded in one line of soap, and a readjustment has been made to lower levels for peanut butter. Stove polish of the paste variety is lower, and shoe dressing, too. Bath brick in powdered form is on a much lower basis, and corn syrup and molasses are among the important lines taking on lower prices. Peas and beans are again lowering, and oatmeal and hominy grits are easier in some quarters. Figs and peels are scarce and high.

TORONTO—Revisions have been numerous, some representing advances, others providing for declines. A general revision on many lines of canned meats has been effected, the new prices established generally being lower, though some advances have also been made. It is also noted that new price list includes quotations on some products heretofore unable to procure.

Vinegar has undergone a revision upward, new prices for the season just out providing for an advance of 5c in blended cider vinegars, while spirit vinegars are up about 3c per gallon. Oyster shell has been advanced.

New prices have been named on a few lines of spices, these providing for a lower scale of figures than that formerly effective. This is the result of an effort on the part of grinders to get down to a better selling basis, the lines affected including cloves, black and white peppers, carraway seed and cream of tartar. Business is quite active, though demand generally is confined to immediate requirements of the trade.

Rolled oats have sagged about 25c per 90-lb. bag, this being a direct result of the decline in the grain markets. That corn products may decline seems probable in view of weakness of the grain itself.

It is hard to determine the live hog market. Prices have sagged decidedly, but cured meats and fresh cuts have shown little variation yet. Lard is down ½c, there being an accumulation of supplies, and the lower prices having been named in an effort to stimulate the demand. New laid eggs are in better supply and cheaper, while storage are scarce and higher.

QUEBEC MARKETS

Bath Brick, Soaps Polishes Lower

Montreal.

VARIOUS LINES.—Powdered bath brick is down considerably and the price now quoted here is 70 to 75c per doz., the former price being $1.35 to $1.40. A special brand of soap made locally, known as Barsalou Imperial, has declined from $6.25 to $5.95 per case. Sultana shoe polish of the paste variety is down from $15.00 to $13.80, and shoe dressing of the glycerine variety is down 10c to $1.25 per doz.

Soap, Lima Beans, Powder, Food Up

Montreal.

VARIOUS LINES.—Advances are made for Nestle's Food, the discount being reduced from 5 per cent. to 2 per cent. Lima beans are up 5c per doz. in the No. 2 size. Goblin soap is advanced from $2.50 to $2.80 by one jobber. Baking powder of a local make is also advanced from 5c to 20c per doz., according to the size.

Strike Held Raw Sugar; More Supply

Montreal.

SUGAR.—Those dependent upon shipment of raw sugar via New York state that the seriousness of the recent strike

there interferred with the delivery of raw sugars to them, and they had, as a consequence, to reduce meltings considerably. Supplies are now en route and the shortage is expected to be relieved soon.

Prices are without change; the situation is gradually improving, and grocers are better able to secure their wants.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps, (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

40,000 *Cases Apples For Export; Steady*

Montreal

CANNED GOODS.—It is reported that not fewer than 40,000 cases of gallon apples are about to be shipped to Europe. This will have the effect of steadying the price basis on this line. Supplies are ample, but with big inroads such as this the surplus must be reduced measurably.

While the immediate demand for canned fruit and vegetables is light, the jobbers feel that there will be little change of the basis at present existing. Already, canners are reported as having intimated that they do not expect to be able to pack next year and market for much less than the prices now obtaining.

"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 15
Do., ½s, flat	1 20	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 65	2 75
Pale, ½-lb., doz.		1 37½
Pinks, ½-lb., doz.		1 62½
Cohoes, 1-lb. talls		4 35
Cohoes, 1-lb. flats		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines- Canadian brands (as to quality), case	9 50	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, doz.		2 50
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crab meat (Jap.), ½'s (cs 4 doz.)		6 00
Crabs, No. 1 (cs 4 doz.)		6 75
Canned Vegetables and Fruits		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		0 95
Tomatoes, 2s		1 25
Tomatoes, 3s	1 85	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ¼ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls. 50 gals.), gal.		2 50
Olives (in bls, 49 wine gals.), gal.		1 35
Olives, Queen, gal.		1 45

Molasses 5c Less; Cane Syrup Down 50c

Montreal.

SYRUP, MOLASSES. — Coincident with a decline of 5c per gallon for molasses, the cane syrup market is also ruling easier with a 50c drop on cases, barrels and half barrels. This is accounted for partly, through the quiet condition that has prevailed in a trading way and stocks of molasses are said to be quite large in some quarters. Cane syrup, while available in fair quantities, is stated to be held in only fair supply.

Corn Syrup—		
Barrels, about 700 lbs.		0 07¼
Half bbls.		0 07½
Kegs		0 07¾
2-lb. tins, 2 doz. in case, case		4 80
5-lb. tins, 1 doz. in case, case		5 40
10-lb. tins, ½ doz. in case, case		5 10
20-lb. tins, ¼ doz. in case, case		5 05
2-gal. 25-lb. pails, each		2 25
3-gal. 38½-lb. pails, each		3 40
5-gal. 65-lb. pails, each		5 50
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case		5 30
5-lb. tins, 1 doz. in case, case		5 90
10-lb. tins, ½ doz. in case, case		5 60
20-lb. tins, ¼ doz. in case, case		5 55
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case		7 00
Barrels, per 100 lbs.		9 75
Half barrels, per 100 lbs.		10 00
Glucose, 5-lb. cans (case)		4 80

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 08
Barrels	1 11
Half barrels	1 13

For outside territories prices range about 3c lower.

Tapioca Trade Easier; No Rice Changes

Montreal.

RICE, TAPIOCA.—The tapioca market is slightly easier and some are offering best grades at 13c per lb. Sales are moderate and supplies sufficient to meet the needs. Rices are steady and in seasonable demand, and the requirements of the trade are well taken care of.

Ice Drips Japan (per 100 lbs.)		11 25
Carolina	12 50	15 00 16 50
Siam, No. 2		9 00 9 76
Siam (fancy)	10 50	11 00
Rangoon "B"	8 75	9 25
Rangoon CC	8 75	8 85
Mandarin		10 00
Pakling	8 40	8 50
Tapioca, per lb. (seed)	0 13	0 14
Tapioca (Pearl)	0 13	0 14
Tapioca (flake)		0 12½

Peanuts Steadier; All Nuts Firm

Montreal.

NUTS.—One jobber reports peanuts as firming to the extent of two cents per pound. The market appears to have steadied itself quite considerably, and all prices are steady and firm, with supplies of walnuts and almonds scarce in many markets.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15

FLASHES FROM THE WEEK'S MARKETS

Vinegar is one of the articles that shows advances this week.

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Spices are showing a tendency to return to more reasonable figures. Cloves, pepper, carraway seed, are all down in price.

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Cream of tartar also shows a declining tendency.

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Raisins are on the way from California, and are quoted slightly lower.

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The recent strike among dock laborers in New York has seriously interfered with shipments through that port, and those dependent on these stocks have suffered.

Big shipments of canned apples are expected to be exported in the near future. Such a movement would strengthen the situation in these lines.

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Syrups and molasses both show declines this week.

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Many varieties of nuts are scarce, and prices are firm.

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Bath brick prices have been almost cut in half.

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The market on cocoa is very firm and prices will probably advance.

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Apples are beginning to advance as stocks become depleted.

Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 40
Fancy splits, per lb.	....	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85	0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Raisins to Arrive; Price Slightly Less

Montreal.

DRIED FRUITS.—Raisins are on the way and expected to arrive next week. The prices for these are expected to be somewhat lower and package varieties are being quoted about one cent less than the prices obtaining to date. Table raisins are about off the market, it is understood, the better grades in particular. Dates are firming in outside points and figs and peels are reported scarce.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	**0 30**
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced	....	**0 19**
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	**0 40**	**0 41**
Orange	**0 42**	**0 43**
Citron	**0 47**	**0 48**
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $5.50; 4-crown cluster, $6.50-$6.75; 5 crown, $7.50; 6 crown cluster, $7.00-$8.75.		
Muscatels, loose, 2-crown	....	0 14
Muscatels, loose, 3-crown, lb.	....	0 15
Malaga Raisins (5½-lb. bxs), 3 cr.	....	1 75
Do., 4 cr.	....	2 00
Do., 5 cr.	....	2 25
Do., 6 cr.	....	2 75
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Do., 12 oz.	0 11½	0 12½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	....	0 10¾
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	**0 32**
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50	8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	**1 75**
Pkgs. 10 oz. 12 pkgs.)	....	**1 45**
Pkgs. 8 oz. (20 pkgs.)	**2 00**	**2 60**
Pkgs. 6 oz. (50 pkgs.)	**3 00**	**4 75**
Pkgs. 4 oz. (70 pkgs.)	**3 70**	**5 00**
Muscatels, 4-crown, lb.	....	**0 13**
Prunes—		
Santa Clara	0 80-0 90	0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s	....	**0 16½**
50-60s	....	0 18½
60-70s	....	0 17½
70-80s	....	0 16½

White Beans at $5.70; Peas Easy, Too

Montreal

BEANS AND PEAS.—As pointed out of late in CANADIAN GROCER the bean market has weakened further and good grade Canadian white varieties are selling as low as $5.70 per bushel, according to quantity wanted. Even at the low prices there does not seem to be a big movement, indicating clearly that many districts have supplies at home for domestic consumption. Peas are easy, too, and prices on both these lines are rather nominal.

Beans—		
Canadian, hand-picked, bush.	5 70	6 60
British Columbia	6 60	7 00
Brown Beans	....	7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	7 25
Peas (green)	....	0 10
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffee is Steady; Cocoa May Advance

Montreal.

COFFEE.—At the advances made last week, coffee continues to rule steady and distribution continues to be made carefully. The dealers are not stocking heavily and this is the condition as applying to the importer and jobber.

Cocoa is in very active demand and the market is firm, with the likelihood of advances being made.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Tea Steady With Firm Undertone

Montreal.

TEA.—Prices are steady and the undertone on all teas is firm. Enquiry is developing somewhat and the outlook is for an increased activity in the matter of sales after stock-taking is finished. There have been no changes in the price basis.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Orange Pekoes	0 46	0 49

Spices Are Firm Without Change

Montreal.

SPICES.—The market is seasonably quiet and the basis is unchanged with the general undertone firm. It is expected that a gradual improvement in the movement will manifest itself soon.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	**2 00**
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	**0 30**
Cinnamon, per lb.	....	**0 35**
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Much Honey Used; Maple Goods Hold

Montreal

HONEY, MAPLE PRODUCTS.—Consumption of honey is really large in this province at all times, and particularly so now. There is plenty to take care of the demand at this time and prices are fully maintained as quoted below. Maple sugar and syrup are getting very scarce and the basis is maintained.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 60
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)	....	**0 30**
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Flour is Quiet; Gluten Feed Less

Montreal.

FLOUR AND FEED.—There is little movement of flour and the millers are waiting for some announcement as to the various arrangements that some have been looking for for the past few weeks. A meeting is to be held in Ottawa at the end of this week to consider the whole question and it is expected that some definite news regarding the immediate future of milling will be available immediately after.

Feeds are unchanged excepting those of the corn variety and gluten feed is quoted at $55 to $60 per ton.

War Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track	....	11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers	....	11 25

Add 20c for delivery for small lots.		
Shorts, car lots on track	42	25
Bran, per ton, car lots on track	37	25
Crushed oats	55 00	65 00
Barley chop	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal		60 00
F.O.B. Ft. William		55 00
Feed oats, per bushel (as to grade)	0 95	1 02
Shorts and bran delivered in Montreal $1.00 per ton extra.		

Hominy Grits $6; Oatmeal at $5.40

Montreal.

CEREALS.—The markets are ruling quiet, but a certain amount of enquiry is developing for various cereals. Hominy grits are easier in one quarter and are quoted as low as $6 per 98 pounds, and oatmeal is selling as low as $5.40. No general slump in prices is looked for and the present easiness in some lines is thought to be temporary and some look for a reaction, with higher prices.

Self-raising flour		
8-lb. pkgs., doz.		2 90
6-lb. pkgs., doz.		3 70
Cornmeal, Gold Dust	5 40	6 00
Cornmeal	4 15	4 65
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 60	5 30
Barley (roasted)		7 50
Buckwheat flour, 98 lbs. (As to grade)	7 00	7 25
Cornflour, white	5 10	5 50
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 00	8 00
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	4 94	5 30	6 00
Oatmeal (standard-granulated and fine)	5 40	6 25
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas	8 00	8 25
Rolled oats, 90-lb. bags	4 50	4 90	5 15
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	5 85	6 25
Tapioca flour, lb.	0 15	0 16

Celery Still High; Lettuce Firm, Too

Montreal.

VEGETABLES.—Prices are very high for celery and California variety in crates of 6 to 7 doz. is quoted at $15 to $16 per case. There is also a steady and firm market for best lettuce and the state of trade for most lines is steady, but on the quiet side.

Artichokes (bag)		2 25
Beans, new string (American) basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts		0 20
Brussels Sprouts (doz.)		1 00
Cucumbers, Boston (doz.)	4 00	4 50
Cauliflower (Montreal), doz.	2 00	2 50
Cauliflower (imported), bbl., 2½ to 3 doz.		8 00
Cabbage, bbl.		1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.		1 00
Do., crates (6-7 doz.)	7 00	8 00
Celery, Boston (2 doz.)		3 75
Celery, California (6-7 doz.)	15 00	16 00
Horseradish, lb.		0 20
Lettuce, curly (doz.)	0 50	0 60
Lettuce (curly), box (3-4 doz.)		2 50
Lettuce, Boston, box		3 50
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 00
Basket (about 3½ lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		0 50
Parsnips, bag		1 25
Parsley (Canadian)		0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag		1 90
Potatoes (sweet), hamper	3 25	3 50
Romane		0 50
Spinach, box		1 00
Squash (Huber), doz.		3 00
Turnips, per bag, Montreal		1 25
Turnips, Quebec		1 50
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates		8 00
Watercress (Can.)		0 50

Some Apples Advance; Cranberries Hold

Montreal.

FRUITS.—The condition of the apple market is a very firm one and Russets, Greenings and Baldwins are all up, from one to two dollars per bbl. This indicates the tendencies as supplies get smaller, and export has developed considerably of late.

Cranberries are still high in price and for the best $25 per bbl. is still obtaining here.

Apples—		
Baldwins, No. 1	7 00	8 00
Blenheims	5 00	5 50
Wealthy (in bbls.), No. 1		7 50
Do., Do., No. 2		6 00
Greenings	7 00	8 00
McIntosh Reds (best)	8 50	9 50
Gravensteins, No. 1	4 50	5 50
Fameuse, No. 1	8 00	8 50
Spys	7 00	7 50
Russets		7 00
Kings, No. 1		6 50
Do., No. 2		6 00
Wagners	5 75	6 50
Apples (in boxes)	3 50	3 75
Bananas (fancy large), bunch	4 50	
Cranberries, bbl.	18 00	25 00
Do., gal.		0 75
Grapes—		
Spanish Almeria, keg (heavy)		11 00
Do., (med.)		10 00
Tokays	3 00	4 75
Malagas		2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico)		4 50
Do., gal.		1 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	6 00	8 00
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico		5 00
Oranges, Florida		5 50
Oranges (Calif. (200 size)		8 00
Oranges, Calif. (100-126)		6 00
Oranges (Mexican)		6 00

ONTARIO MARKETS

TORONTO, Jan. 15—Revisions of prices have been made in tobacco, raisins and spices which provide for a slight decline over previous levels. Some lines of prepared meats have also reached lower levels. Prices for the season have been named on vinegar and these show an advance over last year's figures. Coffee is very strong and an advance in some lines of cocoa and chocolate amounting to 2c per pound have been recorded. Oranges have stiffened in the face of crop damage in California and box apples are in a very strong position. Rolled oats have eased off and lower corn products seem probable in view of declining grain market.

Sugar Plentiful; Outlook Good

Toronto.

SUGAR.—There is a sufficient amount of sugar coming through to satisfy the needs of the trade at the present time. The refiners are in a very good position just at present to meet all demands, and unless the strike which is now tying up shipping at New York is continued, it is expected that the sufficient quantity of raws will come through to enable manufacturer, wholesaler and retailer to get all the sugar they want. There have been no developments as regard to prices during the week, all refiners now selling on the same basis which is reproduced herewith.

	Basis 100-lb. bags
Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Vinegar Higher; Oyster Shell Up

Toronto.

VINEGAR, OYSTER SHELL, PEANUT BUTTER.—New prices have been named on vinegar for the season which provides for an advance over previous figures. New quotations which are now in effect are given as follows: Spirit-proof, 45c per gallon; Standard, 43c; extra pickling, 40c; XXX, 35c; XX extra, 32c; XX, 30c. Blended cider vinegar XXX is now quoted at 37c per gallon, and XX extra at 34c, which represents an advance of 5 cents per gallon over last year's figures.

An advance in oyster shells has been made, these now being quoted at $1.40 per bag.

Two new sizes are shown on new price list issued on Squirrel brand peanut butter, a 55-lb. tin, on which the price is 26c per pound, and a 300-lb. oak barrel, on which quotation is made at 24½c per pound. Other sizes are unchanged and prices remain steady.

Some Tobaccos Down; Canned Meats Revised

Toronto.

TOBACCOS, CANNED MEATS.—On December 5, 1918, W. C. Macdonald, Reg'd., Montreal, announced a general decrease in price of 5c per pound on all their brands. This was followed on January 7, 1919, by a further reduction of 4c per pound on Brier 8s and Prince of Wales 8s, making to-day's prices on these two lines to the trade $1.25.

A slight revision in many lines of Clark's Prepared Foods has been made which provides for declines over former price levels in some and advances in

others. Compressed corn beef ½s is quoted at $2.90 per dozen; lunch ham 1s, $7.40; roast beef ½s, $2.90; roast mutton 1s, $7.25; 2s, $14.50; all of which are declines. Boneless chicken, ½s at $5.90 per dozen; ox tongue ½s at $3.90 and 1s at $8.40 are lower, while larger sizes of ox tongue are higher in price. Mince meat is down slightly and peanut butter has also reached lower levels. Complete range of prices, including changes, appears in list of proprietary articles elsewhere in this issue.

New prices have also been named on chocolate bars, these selling at 95 cents, as against a former figure of $1.05. This takes in practically all manufacturers' lines.

Molasses in Better Supply; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—There have been no new developments recorded in the situation on molasses during the week. There is a fair amount of business coming to hand, and the requirements of the trade are being met from fair stocks with indications that supplies will soon be much better.

The situation in regard to syrups is without any material change. Both corn and cane syrups are in very fair demand and prices are holding steadily at unchanged figures. The range of quotations on both syrups and molasses is given herewith:

Corn Syrups—		
case		5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 10-lb. tins, white, ½ doz. in		
Cases, 5-lb. tins, white, 1 doz. in case		5 90
case		6 10
Cases, 2-lb. tins, white, 2 doz. in case		5 30
Barrels, per lb.		0 07¼
Cases, 2-lb. tins, yellow, 2 doz. in case		4 80
Cases, 5-lb. tins, yellow, 1 doz. in case		5 40
Cases, 10-lb. tins, yellow, ½ doz. in		
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	5 50
Tins, 3-lb., baking grade, case of 2 doz.	....	7 40
Tins, 5-lb., baking grade, case of 1 doz.	....	....
Tins, 10-lb., baking grade, case of ⅞ doz.	....	....
West Indies, 1½s, 48s	....	6 95

Canned Goods Remain Unchanged

Toronto.

CANNED GOODS.—There has been comparatively little doing in the market on canned goods during the week. There seems to be a feeling amongst the trade that there will be some export business done and when this develops it may be of sufficient volume to clean up any surplus stock which may be around.

Prices have been determined on Shirriff's Marmalade and the following will be the scale of quotations: 8 oz., $1.85 per doz.; 12 oz., $2.55; 16 oz., $3.15; 22 oz., $4.30; 2 lb., $5.70; 4 lb., $9.70; 7 lb., $16.40.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	....	1 75
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Raisins Coming; Evap. Apples Move

Toronto.

DRIED FRUITS.—Shipments during the past week and due this week on raisins will place the trade in good shape as far as their stocks are concerned. Shipments from producing points have come through in a bunch and the trade now is well supplied with raisins. There has been a slight re-adjustment in some cases in prices which has resulted in a decline of about 1 cent per pound.

It is understood that the British Ministry of Food is negotiating for the purchase of evaporated apples. Prices which they will pay have been named and orders to come will clean up the stock in Canada pretty well. Details which are available are given elsewhere in this issue.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American		
Lemon	....	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s	....	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 14	0 16
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	....	0 16
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Evaporated Apples For Overseas; British Ministry of Food Makes Offer

ADVICES reaching the trade this week are to the effect that the British Ministry of Food, through their Canadian office, McGill St., Montreal, are desirous of securing evaporated apples. It appears at the present time as though they are anxious to take the available supply for overseas and they have named prices which they will pay.

On standard evaporated apples the price offered is 14¼c and on choice evaporated apples 14¾c per pound, delivered at the seaboard, point to be determined upon later, Halifax, St. John, Portland or New York. Apples must grade according to Government inspection, their ruling to determine whether standard or choice will be allowed. Boxes are to be iron-strapped around ends, for which an allowance of 7c per box will be made. The minimum car weight on evaporated apples is 30,000 pounds.

It is thought that factors not holding a carload and who may wish to dispose of them will be allowed to consolidate shipments with another packer. Any offers to be made or any further details wanted should be sought from the British Ministry of Food, McGill St., Montreal. It is expected this demand will clean up the market pretty well and the price offered is considered quite fair. Evaporated apples shipped through this source will, it is thought, be the only ones on which export will be allowed.

Tea Holds at Unchanged Levels

Toronto.

TEAS.—The market shows no material change as yet, the undertone ruling with a steady and firm tendency and the movement to the trade representing a fairly good total for this season of the year.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Holds; Cocoa Higher

Toronto.

COFFEE.—The market on coffee is holding at high levels and the situation locally is very firm. The market here is not in line with figures at New York or primary points, and there is no indication that the markets there are sagging. Recent advances were arrived at on an average basis of cost and it would seem that there must be further advances until full value is obtaining on this market.

The situation in cocoa is one of decided strength. Prices in some quarters have advanced 2 cents per pound this week on some lines, excepting breakfast cocoa.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spices Show Some Revisions

Toronto

SPICES.—Some revisions are shown in prices on spices, lines affected being cloves, mustard seed, carraway seed and coriander, all of which have declined somewhat. Peppers have also come down slightly and French pure cream of tartar is also lower. New prices are named in an effort to get down to a better selling basis, as the present prices represent a loss when compared with spot values to-day on some items mentioned. The range of prices to-day follows:

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 80
Tumeric	....	0 30
Cream of Tartar		
French, pure	0 90	0 98
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	....	6 75
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Primary Points Higher on Almonds

Toronto.

NUTS.—Primary points are recording advances in almonds, and walnuts are also holding at very firm levels. Stocks of walnuts locally are very light, and there have been practically no new crop nuts come through and there is no indication yet that any will be released. Other lines show comparatively little change, prices fluctuating to some extent owing to a desire on the part of some interests to clean up on lots which they may have on hand. The business offering is comparatively small just now, but this is a seasonable condition.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 23
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 20	0 25
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

New Developments Lacking in Beans

Toronto.

BEANS.—There have been no new developments to record in beans. Little interest seems to attach to this market, supplies being heavy, but buying very light. Lima beans are being quoted at 17c to 18c per pound.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	....	7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotenashi, per bush.	....	7 00
Rangoons, per bushel	....	6 00
Limas, per pound	0 17	0 18

Rice Plentiful, Little Moving

Toronto.

RICE.—Indications are that there is plenty of rice, but only a fair volume of business being done. Some shading of prices is recorded, but this is largely to make room for new goods coming in, it is indicated, as some of the prices mentioned are lower than replacement values. Tapioca is quiet with prices holding unchanged.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu	....	13 00
Do., Mujin, No. 1	....	12 00
Do., Pakling	....	11 50
Tapioca, per lb.	0 14	0 14½
White Sago	0 14	0 14½

More Package Cereals Coming

Toronto.

PACKAGE GOODS.—There seems to be some improvement in the matter of deliveries of some lines which have been difficult to secure. Cream of wheat is being quoted to arrive at $7.75 per case or $2.60 per dozen. It seems probable that a complete range of cereals may be expected on the market before long which will be welcome news to the trade.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	....	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, dozen	....	1 45

Honey Very Dull; Maple Syrup Quiet

Toronto.

HONEY, MAPLE SYRUPS. — The market on honey is dull. There is a very small amount of business coming to hand with supplies ample to take care of a larger volume of orders. Prices remain unchanged.

Maple syrup is quiet, the demand being only fair and prices holding steadily at unchanged figures.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29
10-lb. tins	0 28	....
60-lb. tins	0 26	0 27
Buckwheat, 60-lb. tin, lb.	....	0 23
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Stiffen; Grape Fruit Too

Toronto.

FRUITS.—Definite advice is not yet forthcoming as to the damage to the California orange crop. Prices have stiffened somewhat, however, and supplies are considered ample to carry the trade through until picking is resumed, shipments coming through of supplies which had been in the packing houses. Mexican oranges are reported as arriving on this market again and the quality is said to be very good. Grape fruit is higher with only a fair amount reported as coming from Florida, though of very good quality. It is not expected that any frost damage there may be to the lemons will affect prices to any great extent as a very heavy crop was anticipated. Box apples are high at the coast and with a very good clean-up on barreled apples for overseas shipment, the

boxed apples may have the call for the balance of the season.

Apples—		
11-qt. basket	0 30	0 50
Do., B.C., McIntosh Reds, box	....	3 00
Do., B.C. Jonathans, box	3 00	3 25
Do., Rome Beauty, box	3 25	3 50
Do., Winesaps, box	....	3 25
Do., Spys, box	2 50	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box	2 15	2 25
Do., in Barrels. No. 1	No. 2	No. 3
Greenings	7 00	6 50	....
Baldwins	7 00	6 50	5 00
Spys	7 50	6 50	5 00
Bananas, per lb.	0 05½		0 06
Grapes—			
Do., Malagas, bbl.	12 00		15 00
Grapefruit—			
Florida, 46s	5 00		5 50
Do., 54s, 64s	5 00		6 00
Do., 70s, 80s, 96s	5 75		6 00
Oranges—			
Florida, 126s	4 75		5 50
Do., 150s	4 75		5 50
Do., 176s, 200s, 216s	4 75		5 50
California navels, 100s	....		5 50
Do., 126s	6 00		6 50
Do., 150s	....		6 50
Do., 176s	6 75		7 00
Do., 200s, 216s, 250s, 288s	7 00		7 50
Florida Tangerines, all sizes, ½ box	4 00		4 75
Lemons, Cal., case	4 50		5 00
Strawberries, Florida, box	....		0 90

Celery Scarce; Onions Active

Toronto.

VEGETABLES.—Celery is reported very scarce and it is thought the last cars for the month will arrive this week. Florida celery is quoted at very high figures which may mean only a limited sale on this market. Onions seem to be a little more active and prices are well maintained. Potatoes are steady and quoted at unchanged figures. A fair demand for California cabbage is reported with supplies coming along very well.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	2 75	3 00
Carrots, bag	0 75	1 00
Cauliflower, California, 24s, case	....	6 50
Celery—		
Do., California, case	....	....
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head, Louisiana, hamper	3 50	4 00
Do., Do., Florida, large hampers	6 00	6 50
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case	....	2 75
Mushrooms, 3-lb. boxes	....	3 00
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green Shallots, doz.	0 90	0 90
Parsley, jumbo bunches, doz.	....	0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen	....	1 00
Potatoes, sweet kiln dried, hamper	....	3 25
Potatoes, Ontario, bag	....	1 50
Do., N.B. Delawares, bag	....	1 85
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag	....	0 75

New Developments Lacking in Flour

Toronto.

FLOUR.—There have been no new developments to record in regard to wheat flour. Business is fair and prices remain at unchanged levels.

FLOUR

Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl. $11 25

Mill Feeds Hold Unchanged

Toronto.

MILL FEEDS.—Mill feeds record no change of sentiment during the week. Bran is still scarce, but feeds seem unusually quiet for this season of the year. The lower prices on coarse grains may be a factor in the farmer feeding these lines.

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Rolled Oats Lower; Corn May Follow

Toronto.

CEREALS.—Lower prices have been named on rolled oats, the declines in the grain markets which have continued during the past few days bringing about this result. The lower trend of corn seems likely to bring about a revision in corn products, too, and lower levels at an early date would not be unexpected. Range of quotations follows:

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 75	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 00	5 50
Do., fancy yellow, 98s	4 50	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 90	5 25
Oat Flour	5 50	6 20
Potato Flour, lb.	....	0 18
Rolled Oats, 90s	4 40	4 75
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07¼	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

CO-OPERATIVE DELIVERY ATTEMPTED IN PARIS, ONT.

A correspondent in Paris, Ont., writes: "The merchants of Paris are trying out the general delivery or co-operative delivery method. Owing to the fact that some won't come in—some are too remote from the centre of the town to make it advisable to come in—and others will only come in if the carter will buy their particular delivery outfit — there seems small probability of it being a big success. At present, the "deliverer" is clearing $7 a week for himself, and living in hopes that more will co-operate; but it doesn't look at present as if the project were going to be a huge success. All agree that it can be done. Even the ones attempting to time their delivery according to the co-operative schedule, find it necessary at times to send out the clerks with rush orders for unreasonable customers."

BRITISH GOVERNMENT MODIFIES EXPORT RESTRICTIONS

Many Spices Can be Freely Exported—Canned Fish Also

The British export restrictions have been relaxed somewhat of recent date, and some articles that were forbidden export are permitted export within the confines of the British Empire.

Among these items might be mentioned: cloves, ginger, and white pepper. Fish: the following products may be exported except to countries bordering enemy countries: Bloaters, tinned or paste, chenchards, herrings tinned, mackerel tinned or pickled, sprats, including tinned sprats. Black pepper from India and Ceylon may be exported to the British Empire only, other black peppers to any country not bordering on enemy countries.

SHERBROOKE, QUE., MERCHANT RETIRES

May & Houlihan, Sherbrooke, have dissolved partnership after many years' association in business. Mr. May is retiring and is leaving for California, which he will make his future home. Mr. May is well and favorably known in the City of Sherbrooke, having been in the same place of business for 21 years. The business will be continued by Mr. Houlihan.

AUSTRALIAN WHEAT CROP

The Australian Wheat Board advises it will sell a million tons of wheat at a minimum price of 57 pence (approximately $1.18) per bushel, provided that Australia is permitted to compete in the world markets and is able to reserve the rest of the wheat supply on hand. This in view of the fact that another wheat harvest is now due.

WEST INDIAN TRADE

Merchants engaged in the West India business have been delighted by the announcement that the Government has released two of the steamers formerly engaged in this trade. One of them will go on the service immediately and the other before long, thus completing the fleet of four vessels necessary for a fortnightly service.

IF I WERE A MERCHANT

I would have a little sticker printed to paste on parcels which my customers carried home, in response to the Government's appeal for a reduction in delivery service. On the sticker I'd have some wording that would indicate the customer's willingness to help by carrying—say: "A package carried home—like this one—helps to meet the Government's request for patriotic assistance in freeing hands for essential work." My customers would understand then that I really appreciated their assistance, and the sticker would also label the packages in such a way as to increase the desire to carry them. There will be need to curtail service like this for many peace months to come.—D. W. Sammons in "System."

U.S. WAR BOARD PERMITS FLOUR EXPORT

Exportation of wheat flour to the West Indies, Mexico, and Central and South America will now be permitted under license, it was announced by the War Trade Board after consultation with the Food Administration. Licenses will be granted when approved by the Grain Corporation.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 14.—Rolled oats are down 15c this week. C. & S. Tuxedo coffees advanced 2c a pound. Roman meal has advanced 5c a case. Baker's cocoa and chocolate advance 1c. Cooked hams are ½c per pound higher. Crisco is offered in some quarters at $10.80. Proctor and Gamble's soaps are generally being sold below list. This week a new shortening called Kream Krisp has been introduced on this market, selling at $11.15 a case. New laid eggs $19.50. A few storage are offering at $17. Lard 3s have been cut to-day to $18.30. B.C. Ashcroft beans $10.50.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	....	12 00
Beans, Calif. Lima, med.	....	0 15½
Beans, B.C.	....	10 50
Do., large	....	0 20
Flour, 98s, per bbl.	....	10 50
Rye flour, 49s, per bbl.	....	11 20
Cornmeal, 24s, per bbl.	....	11 00
Rolled oats, 80s	4 25	4 35
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	27 50	29 50
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	18 30
Eggs, new-laid, case	....	19 50
Eggs, No. 1 storage, case	....	17 00
Candied peel, lemon, lb.	....	0 34½
Do., orange, lb.	....	0 36½
Do., citron, lb.	....	0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	....	3 50
Apples, gals., Ontario, case	....	2 85
Strawberries, 2s, Ontario, case.	8 10	8 50
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 18
25s, lb.	....	0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	....	18 50
Potatoes, per ton	....	33 00
Oranges, navels	6 00	8 00
Oranges, Florida	....	....
Lemons, case	7 00	7 50
Grapefruit	5 50	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 14.—The market this week has been noticeable for the lack of changes, practically no movement has been noted in any staple lines. Fruit shows changes, Florida oranges ranging from $7.50 to $8, and grapefruit $6.50 to $7.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 65	3 75
Rice, Siam, per 100	9 00	9 10
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.	....	0 70
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	58 00	64 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	4 40
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 90
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 10	2 25
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	8 50
Oranges, Florida	7 50	8 00
Grapefruit, case	6 50	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

FEATURING FISH IN WINDOW DISPLAYS

Many merchants neglect the obvious advantages to be gained from the display of fish. This neglect may be partially due to an uncertainty as to how such windows should be dressed. Here are a few suggestions that might be of service:

Relative to display, would suggest two large-sized market Cod, head to head, lengthwise of the window. Surround them with Smelts, about one inch apart. Place on each side one good-sized, boiled Lobster, spread out with tail open. Have Flounders circling half way around the Lobsters, one laid with black side up, next laid white side up. Four Haddock may then be used at each of the corners, tail out, head in. At each side of the window, a tray of good, fresh, nice colored Spawn or Boiled Shrimp. Parsley or some such green placed at advantageous places through the display lends color to the scene.

Another attractive display is made by using a fair-sized Halibut, with the head on preferred; take a barrel hoop, cut it in two, the fish will lay in hoop in the same shape as if it were just caught.

Would suggest that a Halibut be put in the centre of the window, arranged as stated, on the barrel hoop. A Salmon is even better than a Halibut to place in the centre of the window, arranged in this way.

Small pieces of hoops may also be used with Mackerel. Next, take Flounders, arranged on staves, and spread them around the outside of the Mackerel. It will be found that Flounders will lay on these staves to very good advantage and they will keep some time.

It must be remembered that fish arranged in this manner must not be left for display too long because they are not in contact with ice.

Whiting, either fresh or frozen, may be used at different places amongst the other fish, but, instead of being laid on hoops as the others are, they should be laid flat and well into the ice, as these are a soft-meated fish and must be kept cold at all times.

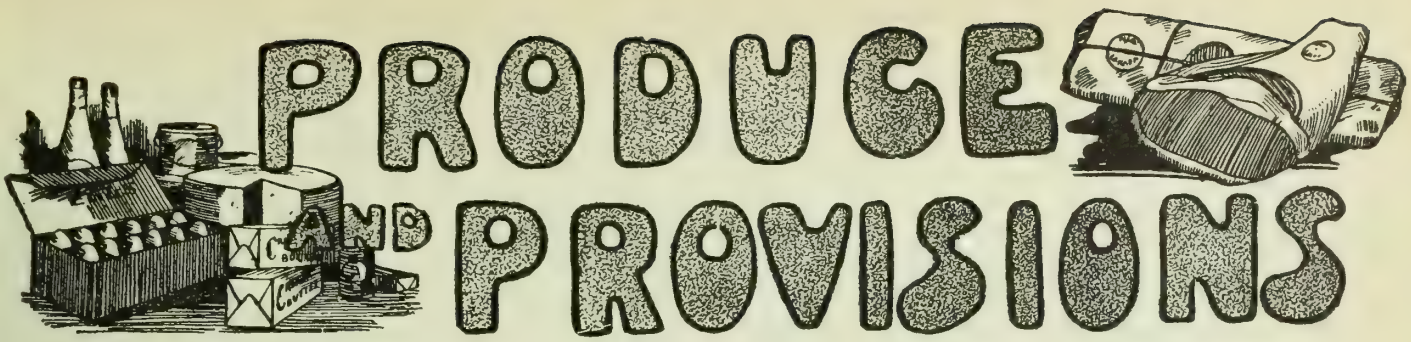
In all displays use a large amount of fish on which you are in a position to make a special run.

CANADIAN TEA STOCKS TO GO TO SOUTH AMERICA

A Toronto grocery broker in commenting on the tea situation pointed out the significance of the following news. It appears that several cargo steamers were instructed to clear from Canadian Atlantic ports for South America, where they were to load grain for delivery to Great Britain. The opportunity afforded was seen and seized by wide awake tea operators here, and the cargo space was used to ship to the South American market large lots of teas from spot stocks which had accumulated here owing to Great Britain's restrictions on her imports. The assembling of these shipments, and the buying involved made an interesting flurry in the Canadian market. Altogether he considered this movement in teas had been very satisfactory all around, and had tended to give a more healthy tone to the tea market.

A FEW CANDLES

When the armistice was signed the American Expeditionary Forces of the Army had on hand 7,600,000 pounds of candles or 46,000,000 individual candles. Each candle burned ten hours and was used to furnish light in trenches and dugouts. There is also an extensive use for them in billet camps and the supply probably will be no greater than the amount necessary to meet the requirements of the army for the immediate future. The quantity is sufficient to burn one candle continuously and without interruption for 5,250 years.



Are Exports Pork to be Shut Off

Reports Indicate Allied Buying Commission May Not Undertake Any New Contracts —Trade in Unsettled State as Result—Situation Which Might Result Has Serious Side—Are Interests of Canada Being Considered?

WORD reached the trade late last week that the Allied Purchasing Commission, who have been acting for the British Government, would not undertake any new contracts when present ones expired, which will be very shortly. Some sources indicated that existing contracts would be cancelled, but it seems that these will be executed as they have such a little time to run.

However, in which ever form action may be taken, there is no question of doubt that the packing industry faces a serious situation. Many plants have been enlarged, and practically all have undertaken to supply a large tonnage to meet the requirements of Great Britain. To have this market shut right off without any warning or time to effect a readjustment, will entail serious loss, and opinions are strongly held that such drastic action is not contemplated.

Situation Has Serious Side

One need only look at the figures pertaining to the export of pork and pork products to understand what a factor in the country's business this has been. Statistics show that the Canadian packing houses have been exporting an average of about 30,000,000 pounds per month during the past two or three years. That the sudden stopping of this business will unsettle the markets and place a shroud of uncertainty over operations for some little time is undoubtedly true.

Under present conditions the packing houses are not particularly keen on buying hogs so it is scarcely to be wondered at that prices tumbled around $2 per cwt. early this week, with buying interest lacking even then. There is not generally supposed to be a heavy accumulation of supplies, but it is indicated that it would only take a week or so at the rates of production which have been maintained, to shake up the plants badly.

Central Europe Not Factor for Canadian Packers

What Central Europe may require in the way of foodstuffs is still an unknown factor. That they need food seems obvious, but nutil Governments are established which are recognized by the Allied countries as strong enough to carry the responsibility of these countries there will be a tendency to withhold any more than just enough food to supply pressing needs. It is indicated, too, that the requirements of the Central Empires generally are different from those of Great Britain, the latter being a keen buyer of Wiltshire bacon, which Canada can supply, but Middle Europe turns to fat backs which are from a heavier hog than generally marketed here. Their wants would largely be met in the United States markets.

At the present time the packers are considerably in the dark. There is apparently no definite advice that export business will be discontinued for the next few months, and it may so happen that present flurry is not justified. The step has been taken, it is said, owing to the fact that Great Britain has sufficient supplies for the next four or five months. Is it possible that the proposed embargo on all exports from Canada to Great Britain and France has been applied directly to the packing industry instead of the whole fabric of export machinery? Should the export trade by sea be stopped the packing industry would undoubtedly suffer, as all Canada would suffer, but in this event why single out one line of business, though it may be a big one?

Are Interests of Canada Being Considered?

There is no question of doubt but that if the entire export trade of Canada overseas is stopped, Canada will be placed in a very difficult position. Some of the daily papers are more concerned with a possible decline of 2c per pound in bacon than they are with the good of the country as a whole. The Canadian Railway Board has issued a statement in which it is said that the embargo on exports to British and French ports has been put on as they have more traffic than they can handle. If this condition really exists and Canada must stop shipping for an indefinite period, the burden of the war debt must press much more heavily on everyone, and bacon at even 10c per pound less will not ease matters in such an event to any appreciable extent.

It seems that too much stress is placed on the matter of lower prices to-day. Canada has been prosperous during four years of war—far more so than at any other time in her history. Conditions have been good. Merchandise and food products have been high undoubtedly, but people have been well employed and able to buy. Most certainly no one wants depression and unemployment even if these factors do result in lower prices. Better a hive of activity with good wages and high prices for commodities than a "wait and see" attitude which will spell depression. By increasing one's activities, by reaching out to develop business which has lain dormant under the stress of war efforts better results will be attained and the country will come through the period of readjustment with colors flying and everybody happy.

Hard to Determine Market

As far as the market on hogs is concerned it is difficult to say just what this

is to-day. Prices on Monday sagged as low as $16, but quotations on Tuesday were around $17, a decline from the previous week's figures of $1.75 to $2. If this basis is maintained the effect on bacon and lard will not be very great, and it does not seem likely that any immediate drop of big proportions will be registered. The packers are still working on high priced hogs, and the readjustment of prices will come gradually and on the present price of live hogs only to a limited extent.

The Future Uncertain

What the future may hold is still problematical. It is hoped that the present unsettled state of the market may be unjustified, or at least that some modification of the attitude of the buying commission will result so that readjustment may be effected without such disturbing effects. There is no set price for the week such as usually is determined on. It is indicated that buyers will simply bid on each offering as it is made, and this condition may be expected until the atmosphere is clarified. Some definite advice is expected towards the end of the week as to what interpretation to place on reports now at hand.

Proposed Express Rate Increase Would Kill B.C. Fish Business

Market For B.C. Fish Largely Found in the East, and Additional Cost of 6 Cents a Pound Would be Almost Prohibitive—No Nearer Markets Capable of Assimilating This Trade

THE proposed increase in express rates on shipments of fish from British Columbia would result disastrously not only to the producers on the Pacific Coast, but to the handlers throughout Canada.

There are certain fish that are practically the product of the Pacific Coast fisheries. Among these might be noted halibut and flat fish generally, and large supplies of salmon. The bulk of these fish used on the Canadian market come from this source. The proposed change is from $3 a hundred to $9 a hundred. This additional six cents a pound on these fish, which are comparatively high priced varieties, would render their sale practically impossible. It would mean a retail price for halibut, for instance, of somewhere around 40 cents a pound.

B.C. Business 30 Per Cent. of Trade

As this item of business averages about 30 per cent. of the wholesale fish dealers' trade, its loss would be a very serious item indeed. As these cars coming from Prince Rupert or other British Columbia points average a revenue to the express companies of approximately $900 a car, there seems to be no real justification for the increase. Moreover, it is not so long ago that the companies were bidding against one another keenly for this business.

Would Be Serious Blow to B.C. Industry

As far as the Province of British Columbia is concerned it would be something nearly approaching a death blow. The market for these products is essentially an eastern market. Barring shipments to Chicago and other middle points, the bulk of the business is found in Toronto, Montreal, Boston and New York. It would be quite impossible to develop nearer markets that would make up for the declines in the buyings of these markets. There are not the purchasers in the immediate vicinity of the province to take care of the production, and the Eastern markets faced with this enormously increased rate would certainly be largely eliminated as prospective buyers.

Express Companies May Not be Anxious For This Business

The only reason that can be seen for the drastic nature of the proposed change is on the supposition that the express companies are no longer anxious for this business. They were eager for it when it amounted to perhaps two cars a day, now, however, it often reaches four to six cars, which it may be felt is more than can be handled on passenger trains. If this is the case it is possible that the express companies have adopted the policy of shutting off the business altogether rather than be faced by the possibility of having to run a special train to handle the business.

Could Not Be Handled Satisfactorily by Freight

It is practically admitted that the business could not be handled satisfactorily by freight, unless a very special service were given. There used to be a special silk train that made a monthly trip across the continent, and that was timed to practically the same schedule as the passenger trains. On a few occasions fish were shipped on this train till the railway company protested against the practice. In any event only such a service would meet the need, and such a service would entail for the railway companies the same difficulties that face the express companies.

Of course, this increase will not be permitted without a very keen fight, and the probability is, of course, that this excessive increase will not be permitted. It is more than likely that some compromise will be arrived at. In any event, however, any increase will mean an increased cost and higher prices for the consumer, at a time when every effort is being made to stimulate the use of fish as a food.

Storage Stocks Show Improvement Over Previous Year

Meats, Fish and Poultry Show Substantial Improvement—Eggs and Cheese Are Considerably Lighter

ACCORDING to the report of the Cost of Living Branch made to Hon. G. D. Robertson, Minister of Labor, concerning stocks in storage on January 1, there were: 11,355,271 pounds of creamery butter and 1,344,712 pounds of dairy butter on hand January 1, an improvement of 7 per cent. over last year's holdings at the same date, though it is about four and three-quarter million pounds less than a month ago.

Oleomargarine stocks are 761,182 pounds. This is a slight decline from last month. No figures are available for a year ago.

Cheese stocks have declined from last month, and are now 4,430,303 pounds, a decrease of 67 per cent. as compared with a year ago.

We have 2,075,716 dozen eggs in cold storage, which is less than half those on hand December 1; 395,113 dozen on hand other than in cold storage, which is about one-half of the stocks of a month ago, and 1,935,295 pounds of frozen eggs, compared with over two and a half million pounds a month ago. Comparative data show that we have now 3.05 per cent. fewer eggs on hand than a year ago.

The stocks of pork amount to 38,291,329 pounds, including 15,008,897 pounds still in process of cure, 12,762,447 pounds sweet pickled, 3,343,355 pounds dry salted, 2,479,570 pounds fresh unfrozen, and 4,697,060 pounds frozen pork. Comparative data indicate this to be 3.8 per cent. more than a year ago.

The stocks of beef amount to 57,166,998 pounds, including 51,109,590 pounds of frozen beef, 4,607,227 unfrozen fresh beef, 549,518 pounds cured, and 900,663 pounds of beef in process of cure. This is 20.52 per cent. greater than a year ago.

The stocks of mutton and lamb include 8.783 967 pounds frozen, and 179,936 pounds not frozen, about 78 per cent. more than a year ago.

The stocks of chickens are 3,172.869 pounds, and other poultry 2,665,981 pounds, about 115 per cent. more than a year ago.

The stocks of fish are 22,460,883 pounds, a drop of about half a million pounds from last month, but about 39 per cent. more than a year ago.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 14.—Of prime importance in the markets this week is the suggestion of a cutting down in orders by the British Government for Canadian bacon. This has had an immediate effect upon the hog markets, and it will naturally reflect in the basis for other pork products. Already lard is easier, and it is probable that there may be a much lower basis for hogs within a very short time. Shortening is lower.

Storage poultry is already selling and this line is steady and reasonably active, with supplies ample.

Eggs are likely to be lower under larger production. In fish markets cod and smelts are scarcer, and a stimulus is expected for lines of frozen fish, with better weather conditions.

Hog Market Uncertain Contracts Cancelled

Montreal.

PROVISIONS.—A decidedly uncertain and unsettled situation obtains regarding hogs, both live and dressed. Rumors are afloat to the effect that, owing to the accumulation of supplies in Great Britain of bacon, there is likely to be a cancellation of at least a portion of the contracts that have been held in this country by various packers. If the rumors are true and if this condition develops, there will be a sharp break in the market, without question.

This week, live hogs sold at $19. This is but 25c per cwt. under the base of last week. A lower price would have obtained under the unsettling news just referred to, but nearly all the supply was under contract. It will not be surprising if quotations decline materially very soon.

For dressed hogs $25.50 to $26.50 was quoted in this market and the tendencies are much easier, with declines probable. Bacon is active, though hams and backs, and also mess pork, are quiet.

Hogs, Dressed—		
Abattoir killed, small	25 50	26 50
Do., heavy, 225-275 lbs.	24 50	25 00
Hogs (country dressed)	23 00	23 50
Hogs, live	....	19 00
Hams—		
Medium, smoked, per lb.— (Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.	....	0 54
Shoulders, boiled, per lb.	....	0 46
Shoulders, roast, per lb.	....	0 48
Barrel Pork—		
Canadian short cut (bbl.)	....	$56 00
Clear fat backs (bbl.)	....	58 00
Short cut clear pork (bbl.)	....	56 00
Heavy mess pork (bbl.)	....	53 00
Bean pork (bbl.)	....	52 00

Under Light Selling Lard Down ½c-1c

Montreal.

LARD—The condition of the market is quiet, with the result that all sellers are eager for business and many are willing to make concessions. Prices have lessened from one-half to one per cent. per lb. and the undertone is very easy. Supplies have accumulated and it is possible that lower prices still may be named. The news regarding cancellation of British contracts for bacon have been particularly disconcerting to the trade.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs.	0 29¾	0 30
Pails, 20 lbs., per lb.	0 30	0 30¼
Bricks, 1 lb., per lb.	0 31	0 31¼

Lower Prices Still For Shortening

Montreal.

SHORTENING—In common with lard, shortening is easier in tone and some are selling at 25¾c per lb. in tierces. As with lard, the produce men are anxious to sell and the packers are scouring for orders energetically. The undertone is easy.

Shortening		
Tierces, 400 lbs., per lb.	0 25½	0 25¼
Tubs, 50 lbs.	0 25¾	0 26
Pails, 20 lbs., per lb.	0 26	0 26¼
Bricks, 1 lb., per lb.	0 27	0 28¼

Margarine Steady Demand is Better

Montreal.

MARGARINE—Whether the colder temperatures have served to improve demand or otherwise, it is noticed that the demand is considerably better for margarine. The better grades are in demand and now that the grocer can maintain his stock with the assistance of real cold weather, he is inclined to stock more freely. The price basis is steady.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.	....	0 30

Butter Sales Fair Little New Dairy

Montreal.

BUTTER—A firm position still surrounds the butter market and demand is maintained on a fair basis. The make of new-made dairy is reported to be very light and storage stocks are taking the brunt of demand. Considerable New Zealand butter has arrived here, it is stated, and this will doubtless find sale without difficulty.

Butter—		
Creamery prints (storage)	0 52	0 53
Creamery solids (storage)	0 51	0 52
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Heavy Cheese Export Depletes Supplies

Montreal.

CHEESE—So heavy has the export of cheese been from this port and also by rail to the seaboard since the close of navigation, that stocks in store are now at a low point. Export continues and while the local trade has enough for its requirements, there is little surplus above the reasonable trade needs. Prices are very firm and the market is steady for all grades.

Cheese—		
Large, per lb.	....	$0 28
Twins, per lb.	....	0 28¼
Triplets, per lb.	0 27½	0 28
Stilton, per lb.	....	0 30
Fancy, old cheese, per lb.	0 29	0 30

50% Egg Production Will Lower Market

Montreal.

EGGS—One poultry man stated this week that he was already securing a fifty per cent. production from his hens. This means that some Quebec producers are already securing a larger return from his pullets and laying hens and it is expected that, even though the weather continues to be cold, the larger production will serve to make an easier market for new-laids. Chicago prices are lower and promise to be lower still. Of course, duty and express considered, the price there would not permit these to be landed in this market for less than about 71 or 72c to the jobber, so that until the quotations there are less the market here will not greatly decline. Storage stock has been greatly depleted of late.

New-laids	0 75	0 80
Selects	0 54	0 57
No. 1	0 50	0 53

Poultry Popular Storage Stocks Move

Montreal.

POULTRY—There is a reported dearth of live poultry shipments into this market. It would appear that the produce men are opposed to encouraging shipment at this season of the year of these live birds, for the weather is too severe. Dressed poultry has been in greater evidence, therefore, and the price basis holds steady.

Already, storage stock is beginning to move and the popularity of poultry all around appears to be unaffected in any way by the high prices obtaining. The market is steady.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 40
DUCKS—	
Brome Lake	0 47
Young Domestic	0 38
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 43 0 45
Geese	0 28 0 30
Old fowls	0 36

Frozen Fish Sells Cod and Smelts Scarce

Montreal

FISH—Steadiness of weather conditions and lowering temperatures have been factors of much importance in steadying and increasing the sale of frozen fish. A big business is looked for and, as is usual when the demand for frozen fish improves, salt and pickled will be less prominent in dealers' turnover.

Tom cods are scarce and this applies also to smelts. In the matter of cods, the catch has been particularly light this season. If the fishermen are unable to make up the catch on the return of the fish from their spawning grounds, there will have been a very much smaller catch this year than normal.

FRESH FISH

Haddock	0 09	0 12
Steak Cod	0 10	0 13
Market Cod	0 08	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 70	0 75

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 11½	0 13½
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large		0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		6 50
Alewires	0 07½	0 08

SMOKED FISH

Haddies, 15 and 30 lb. boxes	0 15	0 16
Fillets, 15-lb. boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25
Kippered Herrings, large, a box		2 50
Kippered Herrings	0 50	3 25
Medium Smoked Herrings, box each		0 25

SALTED FISH

Codfish—	
Codfish, large brl., 200 lbs.	$22 00
Codfish, No. 1, medium, brl., 200 lbs.	21 00
Codfish, No. 2, 200 lb. barrel	19 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes) lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Codfish (boneless) (2-lb. size)	0 23
Codfish, Shredded (12 lbs. 24 pkgs.)	2 50
Pickled Fish—	
Herrings (Scotia) barrel	14 00
Herrings (Scotia) ½ barrel	7 25
Salmon, Labrador (300-lb. tierces)	38 00
Salmon, Labrador (200 lbs.)	28 00 29 00
Sea Trout, Red (200 lb. barrels)	24 00 25 00
Turbot (200 lb. barrels)	18 00
Salmon, B.C. (200 lb. barrels)	26 00
Codfish tongues and sounds (lb.)	0 15
Eels, lb.	0 16
Oysters—	
Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 2 60
Can No. 3 (Solids)	7 25 7 50
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
Sundries—	
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75

ONTARIO MARKETS

TORONTO, Jan. 15.—A decidedly unsettled market is that prevailing on live hogs and pork products generally. The fact that bacon contracts may not be renewed, which will mean a cutting off of export shipping, is the disturbing element which may prove very serious to the packing industry. Outside of hogs, however, the effect on the market is not yet very noticeable. Lard is slightly easier this week, prices being down in an effort to move out accumulation of supplies. New laid eggs are more plentiful and cheaper, while storage are up and getting pretty scarce.

Live Hogs Down; Butcher Cattle Scarce

Toronto.

FRESH MEATS.—It may be said that the bottom fell out of the market on hogs on Monday, although a better feeling seemed to exist Tuesday and whereas lower prices prevail on offerings being made there seems to be a steadying tendency at work. The reason for the decline is the expiration of bacon contracts with a possibility that they will not be renewed. Should this actually develop it will be a very serious thing for the packing industry in Canada, but it is hoped the present outlook may be clarified and that export business will continue. Quotations are subject to daily fluctuations now, buyers not committing themselves for the week as is usually the case. The run has been heavy and should this continue lower prices may rule until some definite advice is forthcoming. At present the future can be termed somewhat uncertain.

It is indicated that choice butcher cattle are none too plentiful since the holidays, best grades being quoted at around 22c and others as low as 18c. Lambs are in demand and choice sheep and veal is also active. Fresh cuts show comparatively little change this week, the range being given as follows:

FRESH MEATS

Hogs—	
Dressed, 70-100 lbs., per cwt.	$25 00
Live, off cars, per cwt.	16 75 17 25
Live, fed and watered, per cwt.	16 50 17 00
Live, f.o.b., per cwt.	15 50 16 00
Fresh Pork—	
Leg of pork	0 32
Loins of Pork, lb.	0 38 0 39
Tenderloins, lb.	0 42 0 44½
Spare Ribs, lb.	0 22
Pickled Pork, sides, lb.	0 32
Pickled Pork, shoulders, lb.	0 25
Fresh Beef—	
Hind quarters, lb.	0 22 0 26
Front quarters, lb.	0 18 0 20
Loins, whole, lb.	0 25 0 28
Ribs, lb.	0 20 0 24
Chucks, lb.	0 15 0 17
Hips, lb.	0 20 0 22
Calves, good, lb.	0 25 0 27
Lambs, whole, lb.	0 27
Sheep, whole, lb.	0 20
Veal	

Cured Meats Show Little Change

Toronto.

PROVISIONS. — The break in hog prices has not yet exerted a marked influence on cured or cooked meats, though if lower basis on hogs is maintained, bacon, ham and kindred lines may be expected to sag to some extent. The demand is considered seasonably good and requirements of the trade are being taken care of promptly.

CURED MEATS

Hams—		
Medium		0 40
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in		0 46
Boneless, per lb.	0 50	0 52
Bacon		
Breakfast, per lb.	0 42	0 43
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.		0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 29	0 30
Do., aver. 70-100, lb.	0 27	0 28
Fat backs		0 30
Barrel Pork		
Mess pork, 200 lbs.	46 00	47 00
Short cut backs, bbl., 100 lbs.	54 00	56 00
Pickled rolls, bbl., 200 lbs.	54 00	57 00
COOKED MEATS		
Head Cheese, 6s, lb.		0 16½
Meat Loaf with Macaroni and Cheese, lb.		0 29
Choice Jellied Ox Tongue, lb.	0 56	0 57
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25
Hams, roast, without dressing,		
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52

Lard Down ½c; Supplies Good

Toronto.

LARD.—Prices on lard have declined ½c per pound. This week the range of quotations being 28c to 28¾c per pound, tierce basis. The demand has been somewhat quiet the last two or three weeks, and an accumulation of supplies has been main factor in bringing about lower prices.

Lard, tierces, 400 lbs., lb.	$0 28	$0 28¾

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Holds at Unchanged Figures

Toronto.

SHORTENING. — The market rules with a firm undertone and no new developments are recorded. Price on cottonseed oil remains at fixed figure and seems likely to be maintained, which will exert a steady influence on the mar-

ket here. The demand is very fair and supplies are good.

Shortening, tierces, 400 lbs., lb..	$0 25½	$0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine in Light Demand

MARGARINE. — No new developments are reported in regard to this product. The demand continues to be very light and stocks are sufficiently heavy to take care of all requirements. The range of prices is unchanged.

Margarine—		
1-lb. prints, No. 1	$0 33	$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Demand Shows Improvement

Toronto.

BUTTER.—Indications are that the demand has improved somewhat for butter. This is shown both in the fresh-made creamery and in storage as well. There has been no quotable change as far as prices are concerned, the list below still prevailing for requirements of the trade.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	....
Creamery solids (fresh made)	0 54	....
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.	....	0 48

More New Laid Eggs; Lower Prices

Toronto.

EGGS. — The comparatively mild weather which has been prevailing during the past couple of weeks has resulted in an improvement in the volume of new laid eggs coming to hand. Dealers report that shipments coming in represent a very good total, and prices to the trade have declined slightly from high levels reached two or three weeks ago. It might be said that dealers are very glad to note that the new laid stock is coming along so well, as storage eggs are being pretty well cleaned up, and it is quite within the realm of possibility that a shortage may exist. Storage No. 1 eggs are quoted at 56 to 57 cents per dozen, which is an advance over last week's figures.

Eggs—		
New-laids, in cartons, doz.	$0 68	$0 70
Storage, extras	0 58	0 60
Storage, No. 1, doz.	0 56	0 57
Splits and No. 2, doz.	0 45	0 47

Cheese Holds Firm; Colored Scarce

Toronto.

CHEESE —There seems to be a sufficient quantity of white cheese around but the supply of colored is short. Prices are holding at very firm figures and the prospect seems to be that this condition will prevail for some little time.

Cheese—		
New, large	0 28½	0 29
Stilton (new)	....	0 32

Twins, ¼c lb. higher than large cheese. Triplets ½c lb. higher than large cheese.

Fowl Reach Higher Levels

Toronto.

POULTRY.—Higher prices have been named again in some quarters on fowl amounting to 2 and 3 cents per pound. Supplies coming to hand just now are considered comparatively light, and whereas the demand is very fair, it has eased off somewhat since the holiday trading. The range of prices which are now being paid, and which are being quoted to the trade are given as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$0 28-$0 32	$....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 20	....- 0 25
Fowl, 4 to 5 lbs., lb.	0 28- 0 25	0 25- 0 28
Fowl, over 5 lbs., lb.	0 26- 0 30	0 28- 0 30
Fowl, under 4 lbs., lb.	0 17- 0 20	0 20- 0 23
Chickens, under 5 lbs., lb.	....- 0 23	....- 0 28
Chickens, over 5 lbs., lb.	....- 0 25	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

	Dressed	
Hens, light	$0 30	$0 32
Do., heavy	0 32	0 34
Chickens, spring	0 33	0 38
Ducks	0 35	0 40
Turkeys	0 45	0 46
Geese	0 25	0 28

New Rates Affect Pacific Coast Fish

Toronto.

FISH.—A proposed increase in the express rates on fish from British Columbia from three dollars to nine dollars per cwt. is looked on as rather a serious factor in the trade here. This is an enormous increase and will add very materially to the cost of halibut, salmon and flat fish which comes mainly from the Pacific, and may mean that the trade here will not be able to market these in competition with other lines from the Atlantic Coast. Just what is going to happen in this respect is not quite clear, as the British Columbia interests are fighting this proposed increase.

An advance in the price of fresh steak cod has been recorded this week, prices to the trade being 13 and 14 cents per pound. Fresh haddock are also on the market, and are selling at 10 to 11 cents per pound. The balance of the list shows very little change, although Cohoe salmon is up 1 cent per pound to 21 and 22 cents in some quarters. A higher figure is also ruling on lake trout at 17 to 18 cents per pound.

The difficulty which was experienced in securing the delivery of shipments of oysters has been overcome very largely, and supplies now at hand are ample to take care of the requirements of the trade.

FRESH SEA FISH		
Cod Steak, lb.	$0 13	$0 14
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 10	0 11
SMOKED FISH		
Haddock, lb.	....	0 10
Bloaters, 40 Count, box	2 00	2 25
Cod, smoked, lb.	....	0 12
Ciscoes, lb.	0 16	0 17
Haddies, chicken	0 12	0 13
Do., fillets, lb.	....	0 18
Do., Finnan, lb.	....	0 15
Herring, Kippered, box	1 65	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07	0 08
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 09	0 09½
Do., small, case, 200 lbs., lb.	0 05	0 07
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 07½	0 09
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 10	0 12
Do., No. 1, lb.	0 17	0 18
Do., Extra, lb.	0 25	0 26
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 06	0 10
Pickerel, lb.	0 14½	0 16
Pike, round, lb.	0 09	0 11
Trout, lb.	0 17	0 18
Tulibees, lb.	0 11	0 12
Whitefish, lb.	0 15	0 16
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Do., Halifax Shredded, box	....	2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tab'ts, case	4 20	4 32
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	14 50	15 00
OYSTERS, No. 3 size package	....	9 50
Do., No. 5 size package	....	15 50
Do., per gallon	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

U.S. WILL PERMIT EXPORT OF WHEAT TO CUBA

The United States War Trade Board announce, after consultation with the United States Food Administration, that on and after February 1, 1919, applications will be considered for licenses to export wheat flour to Cuba.

Hitherto the regulations of the Board have required that shipments of wheat flour to Cuba should be made by the United States Food Administration Grain Corporation to the Director of Subsistence, Cuba. After February 1, 1919, this procedure will no longer be necessary. Applications for export licenses permitting individual shipments will then be considered, when approved by the Grain Corporation; and to avoid any possibility of delay, arrangements have been made by which this approval will be obtained by the War Trade Board in Washington.

MERCHANTS OBTAIN MUNICIPAL HONORS

The following grocers and general merchants have been honored by elevation to the Mayor's chair in the recent civic elections in Ontario:

J. T. Conway, Perth; W. W. Logan, general merchant, Park Hill; J. G. Myers, general merchant, Bracebridge; John M. Patterson, Paris; W. H. Ireland, Trenton; J. Richardson, Tilbury; Wm. Irwin, Wiarton; A. M. McPhail, Uxbridge.

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A Leader For Your Fish Department

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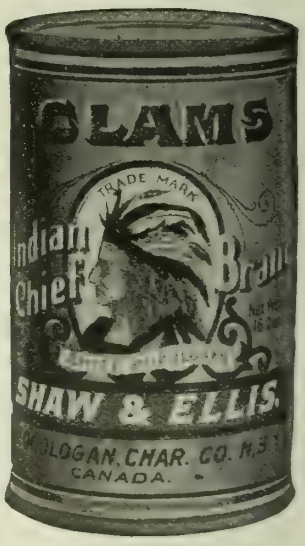
A sea food of exceptionally nourishing and pleasing quality—a sweet, pure, wholesome food, you cannot offer your customers a better article in this line of sea foods.

These clams are ready cooked. When heated to a simmer they are ready to serve.

This is a line which the customer will apreciate; and this is a line which will bring you good profits. Put "Indian Chief" Brand Clams on your next order.



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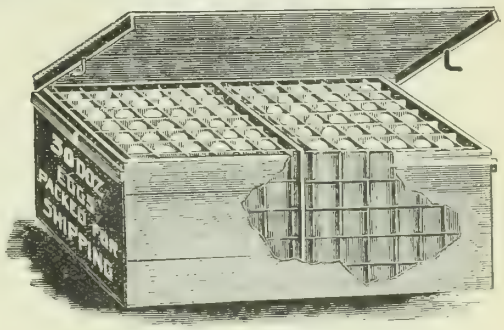

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The Financial Post on Business Government

"LET us demand that the standard of efficiency in the Government be raised to the highest possible point by the calling in of more of the business executives of the country to take the place of the arm-chair politicians who win to position by the ability to win votes rather than to serve the interests of voters. Let these men assist in the negotiations for reconstruction business from Europe, the financing of such orders on a business basis, the establishment of proper trade relations with foreign markets, the readjustment of taxation and the tariff to a more intelligent basis in relation to individual industries, the efficient demobilization of the soldier and other problems of policy, but let every individual meet for himself those other problems which concern those whose welfare depends upon him and solve them to the best of his ability. Reconstruction begins at home. Let us have confidence in ourselves."

Beside the vigorous leading article from which the above is quoted,

The Post Review and Outlook Number This Week Contains:

The following special articles prepared by members of the staff of THE FINANCIAL POST *and of associate publications in the MacLean group of Specialized Business Newspapers.*

Peace Brightens Prospects for Loan Companies.
Hydro Reviewed for Maine People.
Canadian Car Earned Enough to Wipe Out Arrears.
Want Increase Considered on Per Cent. Basis.
Imperial Oil's Plan Based on Dollars and Cents.
Smaller Net Profits by Consolidated Smelters.
Decline in Net Earnings of C. P. R.
Bank Clearings Again Ahead of Last Year.
Meeting Client on His Individual Business Ground.
Bankers Looking to the Far East.
Should Banks Buy Victory Bonds?
Using the Trade Acceptance in Retail Business.
Edmonton Bond Dealer Sentenced.
Bond Market Has Been Quiet But Very Strong.
Liquidation of Life Company May Be Probed.
N. F. U. Organizes Loss Information Service Bureau.

(SPECIAL SECTION)

The Government is Organizing a Comprehensive Machine for the Repatriation of Canada's Army.
Let Us Have Confidence in Ourselves—Editorial.
Banks Are Blazing the Trail for Development of Export Trade in Markets of the World.
Opportunity for United States to Play Part of "Big Sister" to Canada in a Financial Way.
Not So Much a Problem of Who Will Emigrate, But Who Will Prove Desirable to Canada.
The Business of Bringing the Boys Back Home.
Canada's Borrowings During 1918 Reach a Total that Establishes a New Record.
Bond Market Has Experienced Peculiar Year
Beating Swords of War Into Plow Shares of Peace.
British Can Build Cheaper Vessels Than Canadians.
War and the "Flu" Cause Abnormal Death Claims.
Canada's Banks and Question of Larger Capital.
Now the Stock Exchanges are Taking the Rough Jolts Out of Financial Reconstruction.
Canada Made a Remarkable Record in the Production of Shells and Other Munitions.
The Menace of the Bolsheviki! Insidious Influences Threaten Relations.
Price of Wheat and Production of Livestock.
Comparative Price Records of Canadian Securities for Past Eight Years.
Activity in Renting Workingmen's Houses and in Dealings in Farm Lands Distinguishes Realty Market.
Steel Is King When Nation Goes to War.
Canada's Exports and Their Part in Beating the Hun.
January Dividend Payments.
Canada's Part in Beating the Submarine Peril

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription, which is $3.00 per year.

— —

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week, beginning with the Review and Outlook Number, 1919, till further ordered. I will pay subscription price, $3.00 per year, on receipt of bill, or you may draw on me for this.

Name..... .....

Address..... .....

....

C. G.

ORANGES

Golden Orange Brand Navels

Since our last advertisement was written, California has suffered quite a severe frost, doing considerable damage to fruit crop in some districts. We have not any definite information as to extent of damage or in what particular districts.

The Government has ordered all picking stopped for 10 days, so as to prevent frosted fruit reaching the consumer, as frosted fruit is likely to go dry and bitter.

We have just unloaded two cars of

Extra Fancy Golden Orange Brand Navels

Very fine quality and desirable sizes. We also have two (2) cars more on way of the CELEBRATED GOLDEN ORANGE BRAND, picked and packed before the freeze, and will be able to supply the trade for a time with extra fancy fruit. Do not know just what effect the damage may have in prices of strictly fancy fruits. Supplies will be short for a time, anyway until picking and packing is resumed.

Send us your order for G.O.B. Navels. Prices reasonable.

THE FIRM FOR SERVICE

Hugh Walker & Son

Guelph, Ontario

THE HOUSE OF QUALITY

Established 1861

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Established ♡ *over 60 years*

Trade Mark Registered

Tobacco Manufacturers

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PLUG SMOKING	PLUG CHEWING
"BRITISH CONSOLS"	"PRINCE OF WALES"
"INGOTS" (Rough and Ready)	"NAPOLEON"
"BRIER"	"CROWN"
"INDEX"	"BLACK ROD" (Twist)

Distributed by Leading Wholesalers

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MARMALADES
PEELS

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Established over a Century

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Codes: A.B.C. 4th and 5th Editions.

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MARZIPAN
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Agents

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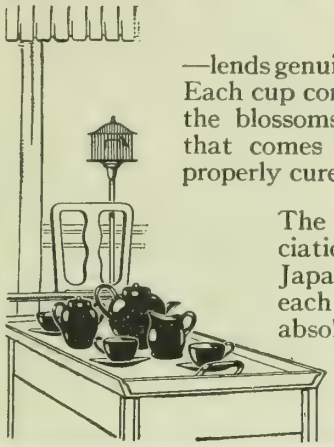
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
18 —Enc. Britannica.

The delicious, wholesome flavor of this national green leaf will immediately appeal to the most discriminating tea drinker. When you sell a customer the first package you can confidently look forward to her coming back for more — Japan Tea is a real "repeater."

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SALT IT FLOWS
BEST FOR TABLE USE
For the family that wants something a little better than the ordinary, say: "Sifto Salt." For an excellent, all-round household salt, say: "Century Salt." You'll please your customers.
SIFTO
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE

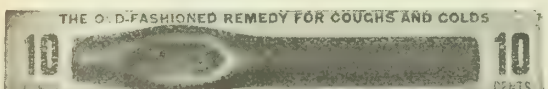
If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited SARNIA, Canada

Manufacturers and Shippers

Y & S STICK LICORICE

in 10c Cartons



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LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

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DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 15
Plum	2 90
Raspberry, Red	3 90
Apricot	3 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE—	Per lb
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 bixes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1.05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in boxe, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

THE "NEW" MACLEAN'S

Starting with the January issue, MACLEAN'S MAGAZINE comes out in a new size—11 x 14¼—same size as *The Saturday Evening Post.* This change will enable us to give readers more entertaining articles and stories, and a very much enlarged "Review of Reviews" Section. You will find this January issue of MACLEAN'S more pleasing and instructive than the great majority of magazines you find displayed on news-stands—and

contents are carefully censored—no sex stories—you can take it into your home with the utmost confidence.

A word about the contents—

"Why Laurier Will Wait"

In discussing the policy of the Liberal leader during the coming session of Parliament, J. K. Munro predicts, in January MACLEAN'S, that Laurier will allow Union Government a free hand. In this policy of inactivity "he sees the way open to the accomplishment of all his purposes. If he is half the politician his friends believe he is, he will sit and smile and wait—yet a little longer."

All Canada is interested in what is going to happen in Ottawa. J. K. Munro, veteran press gallery man, is a shrewd observer, and his political articles in MACLEAN'S have stirred up more comment than anything else appearing in the press of the country. He knows politics from the inside. "Why Laurier Will Wait" is a forecast of the near future that bristles with interesting points. A few of the other "head-liners" in this issue:

Bolsheviks at Work in Canada

A senstaional article on activities in subterranean circles. There are foreigners in Canada ready to wave the red flag.

Achievements of the Canadian Army

Since the Canadian Division was formed, they have not retired a foot nor lost a gun—a marvellous record. An inside story of how this great army was handled and controlled is told by H. F. Gadsby who spent a month at Headquarters during the last great offensive.

The Grave Dangers of Peace

An article by Agnes C. Laut on the insidious new propaganda being launched by the Germans to split the Allies.

Jock in a Juggernaut

The most interesting war article in a long while, because it is new—it deals with experiences in the tanks.

AND THESE AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm - By Arthur Stringer

The Minx Goes to the Front - - - - By C. N. and A. M. Williamson

The Three Sapphires - - By W. A. Fraser

Mr. Craighouse, of New York, Satirist - - By Arthur Beverley Baxter

The Intercepting Spark, By Mary Josephine Benson

Over 65,000 Canadian Families Buy

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"CANADA'S NATIONAL MAGAZINE"

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MACLEAN'S sells for $2 a year—should be more. We want you to get acquainted with MACLEAN'S, for we know that after we once introduce you to "Canada's National Magazine" you two are going to be friends for life. So, to make you known to each other, we will accept your subscription now for only six months to start off with. In other words, we want you to "try out" MACLEAN'S, and see for yourself just how good it is!

Don't miss this unusual opportunity. Simply sign the coupon, pin a postal note to it, and mail it to us.

TO-DAY

Tear off here and mail

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Toronto, Ontario.

I accept your offer. I am enclosing $1.00 to pay for MACLEAN'S MAGAZINE for six full months. Please start me off with the big January issue.

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"Keystone" Household Brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.
The housewife appreciates the fact that brushes which hold their bristles save time and money. You can sell "Keystone" Household Brushes with this assurance and your customers will depend on your statements when buying again.
For prices, etc., write

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Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

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BOSTON, MASS., U.S.A.

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FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

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Compressed Corn Beef—½s, $3.25; 1s, $4.90; 2s, $9.25; 6s, $34.75.
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Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves ½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.95; 2s, $9.45
Roast Beef—½s, $2.95; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal ½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Tripe—1s, $2.50; 2s, $4.50.
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Stewed Kidney—1s, $4.45; 2s, $8.95
Mince Collops—½s, $1.95; 1s, $3.75; 2s, $6.95.
Sausage Meat—1s, $4. 2s, $7.75.
Corn Beef Hash — ½s, $1.95; 1s, $3.95; 2s, $5.95.
Beef Steak and Onions ½s, $2.95; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $10.45; 6s, $24.75.
Irish Stew—1s, $3.45; 2s, $6.90.
Cambridge Sausage—1s, $4.45; 2s $8.45.
Boneless Chicken ½s, $5.95; 1s, $9.00.
Boneless Turkey ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $3.95; 1s, $8.45; 1½s, $12.95; 2s, $16.45; 3½s, $33; 6s, $45.
Lunch Tongue ½s, $3.90; 1s, $6.95; 2s, $15.50.
Tongue Lunch—1s, $6.75.
Beef Suet—1s, $4.90; 2s, $8.50.
Mince Meat (Tins)—1s, $2.95; 2s, $4.45; 5s, $12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, 1s, $1.35; Soups and Bouilli, 1s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind. 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.45; 1s, $3.45; 4s, $24.
Canadian Boiled Dinner—1s, $2.45 2s, $5.95.
Army Rations—Beef and Vegetables. 1s, $3.45; 2s, $5.95.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 2s, $3.35.
Tongue, Ham and Veal Pates—½s. $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s. $2.35.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.45; 1s, $4.00.
Potted Beef Ham—¼s, 75c; ½s. $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; 1s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40
Potted Meats (Assorted)—¼s, 50c. ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s. $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s. $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted)—¼s, 50c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle. $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s. $19.50.
Lunch Tongue—1s, $9.95.
Sliced Smoked Beef—¼s, $1.80; ½s, $2.90; 1s, $4.25.
Mincemeat—1s, $3.45.
Potted Chicken—¼s, $2.45.
Ham—¼s, $2.45.
Tongue—¼s, $2.45.
Venison—¼s, $2.45.
Chicken Breast—½s, $9.95.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Peanut Butter—¼s, $1.45; ½s, $1.95; 1s, $2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09¾
40 lbs., 1 lb. pkg., White Glass	.10¼
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¾
100-lb. kegs, No. 1 white	.10¼
200-lb. bbls., No. 1 white	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11¾
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13¼
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13¾
100 lbs., kegs, Silver Gloss, large crystals	.11¼

RICE FLOUR

Healthy and Nourishing

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

Wholesome and Nutritious

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
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Mills at
Montreal and Victoria, B.C.

KING GEORGE'S NAVY

CHEWING TOBACCO

will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and it holds it, too.

You're selling King George's Navy, of course?

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

RAISINS

The raisin business is good, very good in the States and everything available on the Coast and in the East has been snapped up for home consumption and for export to Europe.

While the market here is a little quiet at present, it is almost bound to develop a stronger tone as conditions here must ultimately reflect the situation in the producing country. Some kinds such as bleached are very scarce, and we offer.

Choice Sulphur-bleached Seedless,	**25s**	**15**
Ex. Choice Sulphur-bleached Seedless,	**50s**	**16**
Fancy Sulphur-bleached Seedless	**50s**	**17**
Oil Bleached, Seedless, light	**50s**	**15½**
Soda Bleached, Seedless	**50s**	**14½**

MOLASSES

Here's something a little bit out of the ordinary for now. New Orleans Molasses of very good quality put up in 1¾-lb. tins which we are offering at the same price as the 1½-lb. size.

Monarch New Orleans Molasses, 1¾-lb. Tins 1.35

Send us an order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

40 lbs., Benson's Enamel, (cold water), per case.... 3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs..... .15
Celluloid, 45 cartons, case.. 4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared ..... .11¾
40 lbs. Canada Pure Corn.. ..10¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs..... .20
(20-lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry $0.09½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1.10
First Quality White Laundry—
8-lb. canisters, cs. of 48 lbs. .10½
Barrels, 200 lbs. ..... .10
Kegs, 100 lbs. ..... .10
Lily White Gloss—
1-lb. fancy carton cases, 30 lbs. ..... .11
8 in case ..... .12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case.... .12½
Kegs, extra large crystals, 100 lbs. ..... .10½
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3.25
Celluloid Starches—
Boxes containing 45 cartons, per case 4 50
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
Acidulated Gelatine (lemon flavor), 2-qt. size. per doz. 1 85

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case $4.25
2-lb. tins, 2 doz. in case.... 4.80
5-lb. tins, 1 doz. in case.... 5.40
10-lb. tins, ½ doz. in case.. 5.10
20-lb. tins, ¼ doz. in case.. 5.05
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs.....$0.07¼
Half bbls., about 350 lbs.... .07½
¼ bbls., about 175 lbs..... .07¾
2-gal. wooden pails, 25 lbs.. 2.25
3-gal. wooden pails, 28½ lbs. 3 40
5-gal. wooden pails, 65 lbs.. 5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case...$5.30
5-lb. tins, 1 doz. in case... 5 90
10-lb. tins, ½ doz. in case. 5 60
20-lb. tins, ¼ doz. in case. 5 55

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan..	4.15
Metal Outfits, Black and Tan..	4.35
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 9s, lb.	$1 08
Bobs, 11s	0 92
Currency, 11s	0 90
Stag Bar, 8s, boxes 5 lbs.	0 96
Pay Roll, thick bars, 9s.	1 10
Pay Roll, plug, 9s and 6-lb. caddies	1 10
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	0 96
Great West Pouches, 8s, 2-lb. boxes, ½ and 1-lb. lunch boxes	1 00
Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
Master Workman, 8s, 2-lb. cartons	1 00
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 10
Derby 8s, 4-lb. boxes	0 90
Old Virginia, 12s	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.	1 10

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 00
Cleanser, case 50 pkgs.	2 0
Cleanser (Kosher) cs. 50 pkgs	2 90
Pure Lye, case of 4 doz.	5 60

JELL-O

Made in Canada.

Assorted case, contains 4 doz.	$5 40
Lemon, contains 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class.	

JELL-O ICE CREAM POWDERS

Made in Canada.

Assorted case, contains 2 doz.	$2 35
Chocolate, 2 doz.	2 35
Vanilla, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Lemon, 2 doz.	2 35
Unflavored, 2 doz.	2 35
Weight, 11 lbs. to case. Freight rate, second class.	

Do you want help or have you something to sell, if so use the classified column in this paper.

APPLES

We are now showing some very fine

Boxed Apples

Jonathans
Rome Beauties
Stagman Winesops
Delicious

Properly Graded and Priced.

TRY THEM.

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

FISH

Lake Superior Frozen Herrings

100-lb. sacks. Special prices. Halibut, Salmon, Steak, Medium Cod, Sea Herrings, Mackerel, Smelt.

Labrador Herrings in barrels and half barrels.

Finnan Haddie, Smoked Cod in 15-lb. boxes.

Apples, Oranges, Lemons, Grapefruit, Pears. Everything in fruits and vegetables.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England. 169

WETHEY'S

Mince Meats

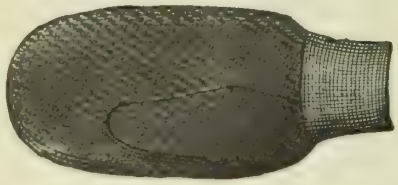
(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

TAPATCO
REGISTERED TRADE MARK
BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.

The American Pad and Textile Company
Chatham, Ontario

It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
The Gray Bldg., 24 26 Wellington St. W., Toronto.
WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon —Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

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BUYERS' MARKET GUIDE
Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co., Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Reput

All these ads will have position on a live page each week containing reading matter.

BUYERS' DIRECTORY PAGE

Live hogs furnished the sensation this week in a decline which ran from $1.75 to $3.00 per cwt. The possible failure of the Allied Buying Commission to renew contracts on expiration of present ones for pork and pork products is contributing factor. The situation is serious and definite news will be awaited as to whether report is confirmed without any modification.

* * * *

Lower prices which have been named on oats during the past few days has resulted in a lower scale of quotations on the cereal. The declining corn market, if continued, may be expected to affect corn products similarly.

* * * *

Selling prices for the season have been named on vinegar, both spirit and blended cider vinegars registering advances. Blended cider vinegars are up 5c per gallon over last season's figures.

Lower prices have been named

* * * *

on some grades of tobaccos amounting to 4c per pound, this decilne following a drop of 5c about one month ago.

* * * *

One line of canned meats has been revised to levels generally somewhat lower, though some slight advances have been made as well. The new list of prices includes quotations on some lines which have been off the list for some time past.

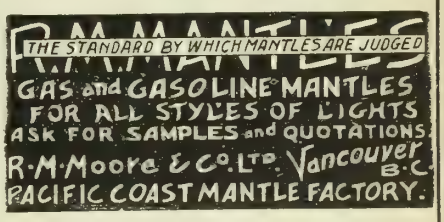
MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—A FEW GOOD AGENCIES FOR grocers' sundries for Ottawa and district by a thoroughly reliable man, with many years' experience in the grocery business, both in a jobbing and retail way. Address "L," 296 Nelson St., Ottawa.

WANTED TO PURCHASE—TOTAL ADDING, detailed printing slip. Cash Register for Grocery Store. State price and description. Box 474, Canadian Grocer.

FOR SALE

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FOR SALE

GOOD GROCERY BUSINESS. ANNUAL turnover $40,000. Stock about $6,000. Apply 791 Bank Street, Ottawa.

UP-TO-DATE GROCERY BUSINESS IN splendid section of Toronto. Good family trade which can easily be developed. Includes first-class house and store with modern conveniences. $7,000. 168 Lamb Avenue, Toronto.

FOR SALE TWO-FIRE BLACK DIAMOND oven in good condition. Apply McKelvey & Birch, Limited, Kingston, Ont.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE E. PULLAN TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver-iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O Box 135, Station B, Montreal.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want. Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word fofr each additional, with charge of five cents extra per insertion for Box Number.

A WELL-ESTABLISHED FIRM IN WESTERN Canada, who have successfully marketed for a number of years, specialties of the highest grades, are open to handle an article (either specialty or staple), that possesses real merit. It is useless to submit knick-knacks or mail order propositions. We would only consider high-class article with convincing future. If you want real, active representation, it will pay you to get in touch with us. Can furnish best of references. Box 478, Canadian Grocer.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

COLLECTIONS

Now is a most opportune time to go over your books and send your list of outstanding accounts to us.

The many letters we have on file from satisfied clients testify to the thoroughness of our service, our integrity and fair treatment. Let's get acquainted.

NO COLLECTION—NO CHARGE.

THE NAGLE MERCANTILE AGENCY
Westmount (Montreal) Que.

SAUSAGE!

"WHEN the frost is on the pumpkin" pork sausage comes into its own!

The very sight of a plate of hot, fried sausage these mornings suggests warmth and cheer—sharpens up the appetite—puts a keen edge on anticipation.

We are already receiving a steady run of orders for

DAVIES QUALITY SAUSAGE

—and scores of dealers are taking advantage of the present demand to build up a substantial trade.

Our present varieties comprise:

LITTLE PORK SAUSAGE—(Little, but "extra" good).
"FARM" SAUSAGE—(Not linked).
"NEW ENGLAND" SAUSAGE—(A very popular brand).
"CHELTENHAM" SAUSAGE—(In handy 1-lb. packages, large and small links).
"CAMBRIDGE" SAUSAGE—(In handy 1-lb. packages, large and small links).

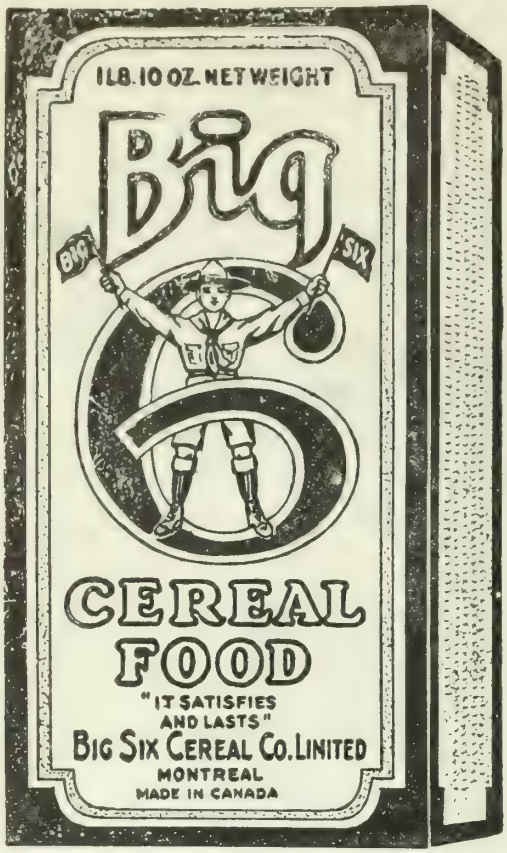
Now is the time to feature these Quality lines on your counter. Show them to advantage and let them make sales for you!

ORDER THROUGH OUR TRAVELLER—OR DROP US A POSTAL CARD.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO WINNIPEG

Canada Food Board Packers License No. 13-50



Porridge

Cookies

Biscuits

Griddle Cakes

Muffins

Gems

Bread

Candy

8 Delicious Dishes

You can make with **Big 6** CEREAL

Mister Groceryman—More Profits

"BIG SIX" CEREAL FOOD is going strong in the large centres in Quebec and Ontario Provinces. We are spending thousands of dollars advertising it to the consumer in both these Provinces.

OUR "BIG SIX" SCHOOL CHILDREN'S CONTEST

is meeting with huge success and is creating a wide demand for "Big Six" Cereal Food.

Are you prepared for present and coming bigger demands for this delicious Cereal Food?

Telephone your wholesale dealer for a trial order of a case of "BIG SIX"—or write us direct. DO IT NOW!

BIG SIX CEREAL CO., LIMITED

1168 St. James St., MONTREAL

CANADIAN GROCER

Members of the Associated Business Papers -Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE : TORONTO, JANUARY 24, 1919 No. 4

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.

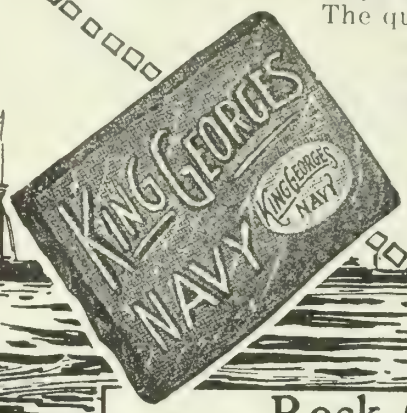
KING GEORGE'S NAVY

CHEWING TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

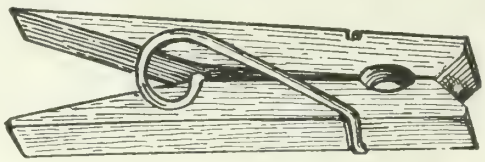
Ask your wholesaler to ship you.



Rock City Tobacco Co., Ltd.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John. N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

"Out of sight" sometimes means out of mind.

Are you showing

OCEAN BLUE?

It is surprising how much trade is attracted by the bright **5c.** packets of Ocean Blue. Put it in your window and

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
The Gray Bldg. 24-26 Wellington St. W. Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd. Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon —Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

THE BEST
THAT SCIENCE CAN PRODUCE

Your customers have heard

time and again of the high-grade purity of every Borden Product. We have spent thousands of dollars on publicity campaigns and consumer advertising, with the result that

Borden's

need only be displayed to sell quickly and easily. Other dealers are reaping big returns through Borden popularity. The demand is there and some one will supply it.

Who is going to get **your** share of the demand?

Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

HOW ARE SALES OF PEANUT BUTTER ?

Peanut Butter is fast becoming a staple article of food, and the dealer who sells Bowes' Peanut Butter is realizing this fact to his own good profit.

The innumerable uses to which this food can be put, combined with its economy and great food value, are being appreciated more and more by the consuming public.

You will make a profitable investment when you stock this line.

YOUR JOBBER WILL GLADLY SUPPLY YOU.

From the moment the milk is selected

down to the sending of the cans the strictest surveillance is always exercised in every part of the manufacture of

MALCOLM MILK PRODUCTS

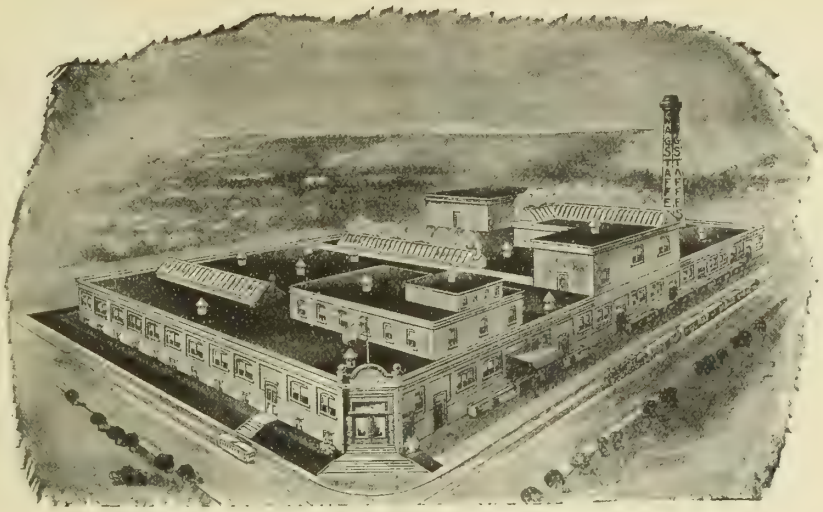
Therefore, you know when you sell Malcolm's that you are selling Milk Products good enough to satisfy the demands of the most particular.

And the profits they give you are attractive.

5-Case lots or more delivered to any point in Ontario, Quebec or Maritimes. Freight paid up to 50c per 100 lbs.

The Malcolm Condensing Co., Ltd., St. George, Ontario

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Seville Orange Crop Taken over by the British Government!

Canada's supply of Seville Oranges to be limited

Which means a scarcity of Seville Orange Marmalade this season.

Grocers should plan now to feature *Grapefruit Marmalade* instead.

Grapefruit Marmalade is cheaper in price and when the label on the jar says *"Curling Brand"* you can recommend it as being wholesome, tasty and pleasingly delicious.

SELL APRICOT JAM NOW

St. Williams Apricot Jam is of splendid quality, and can be sold at a popular price—an important consideration in these times of so many high prices.

We can give you immediate shipment on both these products.

St. Williams Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

Distributors:

Maclure and Langley, Limited

Toronto **Winnipeg**

If any advertisement interests you, tear it out now and place with letters to be answered.

Every Week with the E.B EDDY COMPANY OF HULL CANADA

Story for Week Dated January 24, 1919. **Being No. 18 in the Series**

INDIAN TRAPPING SCENE AT CAMP WHERE EDDY MATCH WOOD IS CUT

FUR-BEARING animals roam over the wide extent of the Eddy Company Timber Limits, and the Indians every season bring in their catch of furs to the Dumoine Depot. The scene is reminiscent of the early Hudson's Bay days, and is in itself a reminder that the Eddy Company ranks with Canada's pioneer organizations.

In the picture above the Indian Trappers are seen with their canoes laden with furs, arriving at the Dumoine Depot. In the background is a scow used for freighting supplies and equipment over the Lake in tow of the ss. Alligator, as pictured in a previous illustration in this series.

Close to the scow, on the wharves, may be seen E. B. Eddy Company lumber piled ready for its journey down river to Hull to be converted into matches, paper, or indurated ware. When you see the sources of supply for Eddy Company raw materials, you realize that every splinter in an Eddy Co. match-stick, every fibre in an Eddy Co. paper bag or sheet of wrapping paper, every portion of an Eddy Co. indurated ware article is a little bit of Canada doing its little bit usefully in the development of Canadian Trade.

SOME E. B. EDDY COMPANY LINES IN ADDITION TO MATCHES

Washboards:

The Eddy (small size)
Duchess
Household Globe
Waverley
Special Globe
Two in One
Three in One
Special Globe (Heavy Back)
Twin Beaver (Ind. Fibreware)

Indurated Ware:

Star (general utility) Pails
Half (or Ladies') Pails
Stable Pails
Canners' Pails
Milk Pails
Butter Tubs with Covers
Fire Pails
Wash Tubs
Washboards
Refrigerator Drips
Flower Pots
Cuspidors
Barrel Covers
Pigeon or Squabs' Nests, Etc.

Watch for articles in this Series describing the manufacture of these and many other interesting Eddy Products.

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue

TORONTO, ONTARIO

CLARK'S
PORK and BEANS

with Plain, Chili or Tomato Sauce are

LEADING SELLERS

CLARK'S PREPARED FOODS

The finest assortment of
MADE IN CANADA
PRODUCTS.

Study our list. You will be interested.

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

Mr. Retailer—

Are You Selling the right kind of Oranges?

Or are you content to dwindle along selling only a few boxes per week, losing sales on account of having only fair oranges or "something just as good"? Why not sell the best, something above the average, something so that they will attract attention, something that will make repeat orders and increase sales?

SUNKIST ORANGES ARE GOOD ORANGES

SUNKIST "GOLDEN ORANGE BRAND"

ARE THE BEST ORANGES GROWN

Always the same high quality from top to bottom of every box.

Our customers tell us every day :—

"Send us 10 boxes of oranges, 3 x 126s, 5 x 150s, 3 x 176s. All GOLDEN ORANGE BRAND. No other brand will do. There is nothing just as good."

This week we have two fresh cars of these finest of all oranges, and we are making special prices on 10 to 25-box lots.

ORDER NOW.

THE HOUSE OF QUALITY

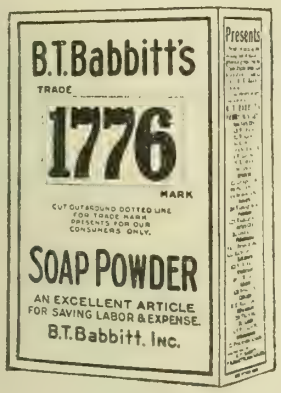
HUGH WALKER & SON

Established 1861

GUELPH ONTARIO

Canadian Food Control License Nos. 3-090, 3-204

BABBITT'S "1776" SOAP POWDER



Not simply a washing compound but a true-to-name SOAP Powder.

Will not hurt the hands nor injure the most delicate fabrics.

Premiums for the Trade Marks.

Canadian Headquarters:

180 St. Paul St. West, Montreal

Canadian Selling Representatives:

Eastern Canada: W. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

SPECIALS For This Week

New Shelled Almonds, Spanish Malagas, Three Crown, Fresh Virginia Peanuts, Jumbos and No. 1's.

High-grade Navels, Boxed Apples, Grape Fruit, Lemons, etc.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

Conserve Labor!

Everyone possesses some degree of energy. That energy expressed is labor. Without labor the world would suddenly stand still. Production of any kind would be absolutely impossible. Humanity would perish.

Labor is, and will continue to be scarce. Labor is costly. Expenditure of labor through inefficient methods is a waste, not only of labor, but of time and money, all of which should be expended more profitably.

BOWSER ESTABLISHED 1885 SYSTEMS THE STANDARD ALWAYS

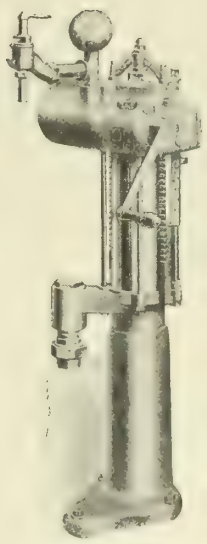


Figure 103—Fastest one-gallon pump made.

for the storing and handling of oil will conserve

70%

of the labor necessarily expended by less efficient methods

They also conserve:—

Time
Capital
Space
Machinery
Lives
Property
Material

BOWSER SYSTEMS ARE:

Leak-proof Dirt-proof
Loss-proof Evaporation-proof
Fire-proof Deterioration-proof

An inquiry carries no obligation whatever. Let us help you CONSERVE LABOR.

S. F. Bowser & Co., Inc.

TORONTO, CANADA

Sales Offices in all Centres

Representatives Everywhere

If any advertisement interests you, tear it out now and place with letters to be answered.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.
Some of our salesmen do retail selling exclusively.

We are agents for Christie's Biscuits and Robertson's Confectionery.

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Winnipeg Warehousing Co.
Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

WAREHOUSING
DISTRIBUTING
STORAGE

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

D. J.MacLeod &Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distribution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East - Toronto

W. F. ELLIOT
Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

AN ENGLISH HOUSE
of good standing are wishful to act as Sole Agents for a Canadian Fruit Canning House, packing first-class goods. Buying or on Commission. Quality first consideration. Apply "Progress," Canadian Grocer, 88 Fleet St., London, Eng.

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We still have a few hundred barrels of **Georgian Bay Apples** in stock.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.60 per insertion. For two inches for the same time the cost is $3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

"Golden Nut" PEANUT BUTTER
C. & J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Mention This Paper When Writing Advertisers.

Just Received!
Hams (5 tons), Sides of Pork with Head and Feet Off (10 tons).
SPECIAL LOW PRICE
Write Us
The Colwell Brokerage Co., Ltd.
St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

Victoria Vancouver

M. DES BRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

A.T.CLEGHORN
Merchandise BROKER

603 Mercantile Building
VANCOUVER, CANADA

Accounts solicited for British Columbia and Alberta

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Now a Staple Article of Food

Rye Flour is no longer a mere substitute. The requirements of the War Board have introduced it to every housewife in the land and it has come to stay.

Rye Flour has a delicious flavor, and is more nutritious than the average wheat flour.

B. B. RYE FLOUR MILLS LTD., WINNIPEG
License Nos: 4-295, 4-075

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by Your Jobber

SNOW CAP
BRAND
PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

"Snow Cap"

is Hand Packed by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

J. W. BERRY, - *Tea Importer*

Import Orders Taken for Tea from Ceylon and India

Special quotations given to all buyers of tea delivered to any point in Canada. Also have stock in Vancouver, and will be pleased to send samples on application.
J. W. Berry thoroughly understands the tea business from first to last, having been trained in the leading London tea house.

You need have no hesitation in entrusting your business to J. W. Berry. You will certainly get a square deal—that is, excellent tea at the right price.

Bankers: Bank of Nova Scotia

Office: 33 Bank of Hamilton Bldg., Warehouse: 349 Railway Street, Vancouver B.C.

Watson's KIPPERED HERRING

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS!

Why delay getting your product placed in this market? With an established connection of years' standing we can give you splendid service.

R. G. BEDLINGTON, & CO., LIMITED, VANCOUVER

IMPORTERS Established 1905 EXPORTERS

Are You Represented in the British Columbia Territory?

Oppenheimer Bros., Ltd.

134 Abbott Street, Vancouver, B.C.

Branch Offices:

Victoria and Prince Rupert

Selling Agents for Food Products

Sixteen years' successful experience, and representing only the best concerns in their respective lines.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

Canada Food Board License No. 4-517

Wantmore PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

If any advertisement interests you, tear it out now and place with letters to be answered.

DODWELL & CO. LTD.

IMPORTERS & EXPORTERS

VANCOUVER, B. C.

IMPORTERS OF

Desiccated Cocoanut,
Cocoanut Oil, Rice,
Beans, Preserved Gingers
and other Oriental Lines

HEAD OFFICE:

Exchange Chambers, St. Mary Axe,
London, E.C., Eng.

BRANCHES AT:

Hong Kong, Shanghai, Foochow,
and Hankow, China.
Yokohama, Kobe and Tokio, Japan.
Colombo, Ceylon.
New York, N.Y., U.S.A.
Seattle and Tacoma, Wash., U.S.A.
Portland, Ore, U.S.A.
San Francisco, Cal., U.S.A.
Victoria, B.C., Can.

This is the First Newspaper Advertisement of the big "Lantic" Sugar Campaign

Yes, Madam, your favorite sugar, as much as you want.

One of the most satisfactory material pleasures of Peace is that we may again have plenty of

Lantic Sugar

"The Seal of Purity"

Under war conditions we were unable to supply anywhere near the demand for Canada's favorite sugar. Few ships were available for bringing raw sugar from the tropics and a large part of the product of our refinery was needed for our soldiers overseas.

Happily, Peace has changed the whole sugar situation. Unless unforeseen circumstances should arise, the Lantic Red Ball will again brighten the shelves of stores throughout the country and housewives may have as much as they need of the famous Lantic 'FINE" granulated, the perfect sugar for baking and the table; also there will be plenty of the Lantic delicious Old-fashioned Brown Sugars for the many dishes in which flavor is indispensable to success.

YOU may again buy Lantic Sugar in the larger original packages, the 10, 20 and 100-lb. sacks, as well as in the 2 and 5-lb. cartons. The accurate weight and perfect protection of the contents of Lantic packages make them the most economical way of buying sugar.

Ask your grocer for Lantic Sugar, the sugar with the Red Ball on every Carton or Bag.

ATLANTIC SUGAR REFINERIES, LIMITED

McGILL BUILDING, - - - - - MONTREAL

THE NEW WAXED BOARD CARTON in which Red Rose Tea is now packed has met with the approval of the trade. Grocers agree that it is an improvement over our former lead package.

The waxed board carton is neater, stronger, completely air-tight and odor-proof.

It fully preserves the splendid quality and freshness of the tea inside.

T. H. Estabrooks Co., Limited
St. John Toronto Winnipeg Calgary
Canada Food Board License No. 6-276

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)
THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING OF CANADA (Est. 1910)
CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of CANADIAN GROCER.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them. Address us at London or Toronto.

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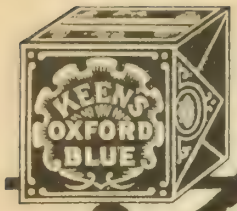

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CANADIAN GROCER

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Milling Industry Marking Time

Conference at Ottawa Results in Standard Flour and Present Selling Basis Mill Feeds Being Maintained—With Export Flour Shut Off, Mills Close Down—Cereal Markets Fluctuating

THE meeting of the millers and Government officials last week, in reference to what might be expected in the way of export business for Canada, did not result in any definite promises as to the future. Perhaps the only point discussed on which a clear ruling was secured was that in reference to the further milling of Government standard flour. It was decided to maintain the Government standard grade for the present at least. Until the opportunity for export again presented itself and new conditions in connection with same might have to be faced, no reason could be put forth to change the present basis of milling.

The embargo now existing on the export of flour to Great Britain has resulted in a large percentage—probably 10 per cent.—of the mills in Canada closing down. Domestic consumption cannot absorb the capacity of the mills, and there was no other alternative. Operations were maintained until every inch of storage space was utilized, and now a good salesman for Canadian flour is wanted who will find new markets.

The revival of export shipment is not expected prior to the latter half of February, if then. Present stocks in the hands of the millers will, it is expected, carry the domestic trade through until probably the end of March. Indications are that domestic business at the present time is very good, but, as noted above, milling capacity far exceeds the requirements of the Canadian consumers.

It is rarely, if ever, that the mills are in a position to say they have a surplus of mill feeds. The present shut-down, meaning no milling, means also no mill feeds, and already some mills report their stocks of feeds exhausted. It is true that there are still some feeds in the hands of some of the millers, but these will soon be cleaned out. However, it is estimated that stocks in the hands of retailers and farmers will take care of the most pressing requirements of the immediate future. The farmer will, when unable to secure further supplies, have to have his barley or oats chopped up at the local mills.

There has been a feeling that the removal of price restrictions on mill feeds and standard on flour would place the Canadian mills in a better position to meet competition in the markets of the world. It might be expected that the result here would be similar to those obtaining in the United States when the Government removed all trading and milling restrictions. Briefly, mill feeds advanced from $16 to $20 per ton, while a reduction of from 60c to 80c per barrel in flour was made. The question of price sometimes more than the grade determines the sale, and under the present arrangement it would be hard to overcome the advantage United States millers have in the matter of price on flour. For the decision arrived at in regard to bran and shorts at the conference in Ottawa was that the present basis of selling should be maintained.

What the future of cereals may be seems shrouded more or less in uncertainty just at the moment. The bulls and bears are hard at it shifting prices up and down, and there seems to be no way to gauge accurately just what to expect. Corn and oats have declined more than they have advanced during the past two or three weeks of fluctuating, and there has been a tendency to shade prices somewhat in line with the lower basis. As a matter of fact some very low prices have been reported on rolled oats, evidently in an effort to stimulate business—the result has been just the reverse. Merchants have ceased buying until the atmosphere is clarified and the feeling prevails that whereas the grains may go even lower, a firmer tendency will ultimately develop.

When the European situation reaches a state where countries now without a stable Government will have a Government in authority which can be held responsible for any purchases made on account of those countries, then will a steadier market basis prevail. There is no doubt as to the needs of the European countries. They can absorb enormous supplies, but just at present there is no inducement to place stocks there which may fall a prey to Bolshevik or irresponsible parties and never be paid for. In that method lays undoubted ruin—a bubble of prosperity too easily pricked.

The question of substitute flours as far as it concerns the retailer may be considered a closed book. The Food Board cannot or will not do anything to assist in the disposal of these stocks, and if no market exists for them the retailer might as well write them off his books this year and absorb his loss now.

The millers are being treated little better. The Food Board has named a price at which the substitute flours will be bought—not sufficient to cover the cost to the mills by any means, but millers, to get out as advantageously as possible, with as little loss as necessary, have already shipped some stock to the seaboard and when the embargo on exports is removed will clean up their stocks.

The Ottawa correspondent of CANADIAN GROCER has kept closely in touch with the situation, and his latest report, which is considered final, is given as follows: "The policy of the Food Board toward retailers will remain the same; they will not take back substitutes from them but the Board has suggested to the Wheat Export Company that something should be done to relieve the millers. The following arrangement has been consummated: Carload lots will be received for export at a price of $9 for corn flour and $8.50 for barley flour, f.o.b. West St. John, N.B. In the case of less than carload lots, millers having the same may communicate with the Food Board milling section, which will receive samples and make offers for the same. This would have to be rebagged and shipped."

New York Co-operative Stores Close Their Doors

A Chain of Stores Operated by the New York Railway Company With a View of Assisting Their Employees Has Failed, Owing to the Lack of Enthusiasm on the Part of Those They Were Intended to Benefit

THE chain of co-operative stores established by the Interborough and New York Railways to lower the cost of living for their employees, has locked its doors never to open again.

Despite a promising start, the experiment of the company ended in failure. Employees were cold to bargain rates and shopped elsewhere. Company officials, while willing to face a reasonable deficit in maintaining the stores, decided they were losing more money than justifiable. And so the stores were shut, and December 30 and 31 the huge stock of groceries, canned goods, jellies, jams and baking powders, valued at $150,000, was auctioned off to the highest bidder.

When on March 12, 1916, the first shop was opened at Forty-ninth street and Eighth avenue, workers thronged the sidewalks waiting to get in. Sales for the first day were estimated at $1,500, and soon after two more stores were established. Each carried the highest grade merchandise, the stores were spotlessly clean, and up-to-date in every respect. Salaries of grocery clerks and butchers and the upkeep of stores were paid by the company, which claimed in this way to be able to reduce the cost of foodstuffs to employees not less than 30 per cent.

Yet the stores failed.

Rigid investigation of the mystery seems to indicate that failure was due to several things—but the reasons are largely conjectural. Many of the employees are single men. At first they possibly bought at the lower prices for friends. But later it became monotonous and they quit. A majority of the married men didn't care to take time to do their family shopping, so as a last resort, free transportation was furnished to the wives. But a careful check-up indicated that while most of the office people bought through the co-operative stores, toward the end only about 5 per cent. of the workers on the street lines, elevated and subway purchased through the company—and these were the people officials were most anxious to benefit.

The stores sold the highest grade foodstuffs, and in order to stimulate purchasing, even went so far as to demonstrate. An incident is related of a comparison between contents of a can of tomatoes sold at the company's store and one purchased on the open market at the same price. The brand sold by the co-operative stores contained three whole tomatoes, while the brand bought at a local grocery shop contained less than one whole tomato, the remainder of the contents being mostly water. Yet employees traded elsewhere!

One official of the company attributes the demise of the stores to the fact that they were not able to make free deliveries and give credit—while the local stores sent their wagon cheerfully with the goods and waited until Saturday night for payment. Another explanation is given in the possible impression that the company was profiteering at the expense of employees, although price comparisons would prove the absurdity of such opinion.

And so the establishments and their fixtures were recently sold, and when December 31 ushered in the departure of 1918, the mountain of foodstuff stocks, together with twenty tons of paper, bags and twine, was knocked down to the most enterprising cash customer, as the auctioneer called, "Going, going, gone!"

—From "Printer's Ink."

Fred C. Harp, grocer, Brantford, Ont., was returned at the head of the poll in his ward as alderman. Mr. Ryerson of Ryerson Bros., Brantford, was also elected an alderman in that city. W. J. Mellen who has been in the council for some years did not stand for re-election. "Dad," as his friends call him, will be greatly missed this year.

FAKE PRODUCE FIRM VICTIMIZES MERCHANTS

Winnipeg police and also those of the Province of Manitoba are searching for the members of a "company" which, according to information turned over to Deputy Attorney-General Allen, "buncoed" country dealers and farmers in Manitoba out of $5,000 during the Christmas rush of the poultry trade.

The story of the hoax was revealed today by J. H. Curle, secretary of the Winnipeg branch of the Retail Merchants' association.

Offer Higher Prices

Starting just before the Christmas season, a concern styling itself the Henry Anderson Produce Co., Logan Avenue, flooded the province with circulars offering prices for poultry a little above those prevailing on the market. It gave as reference the Dominion Bank, Notre Dame Avenue, at Gertie street.

Although it refused to do any business on a C.O.D. basis, the "company" succeeded in obtaining a large number of shipments. Then, on December 26 or 27, it vanished, just before cheques refused by the bank began to come back to the victims. One country merchant lost $500 and another $180. In all $5,000 of worthless cheques have been traced to the activities of the Henry Anderson Produce Co.

"This affair emphasizes what our association has long advocated, the licensing and bonding of produce dealers," Mr. Curle said. "If any of the merchants victimized by this outfit of crooks had communicated with us before making consignments to the Henry Anderson Produce Co., we could have protected them."

How Can These Things Be?

WANT CANADIAN WHEAT PRICE TO EQUAL AMERICAN

Regina Grain Growers Pass Resolution

ALDERMEN TO STUDY IDEA OF PRICE INQUIRY

Price of Bread Inquired Into

The above items appeared recently on the same page of the Regina "Post," and illustrate an interesting point in human nature. Under the first head, there appears a resolution passed by the Regina Grain Growers' local. It reads in part as follows:

"Whereas, it has been intimated through the press that a considerable reduction in the price of the Canadian wheat crop is contemplated for 1919; and whereas, the price of wheat having been set by the United States Government at $2.66 per bushel, is likely to create confusion with varying prices between the two great wheat producing countries on each side of the line.

"Therefore, be it resolved that the Regina Grain Growers' local places itself on record by demanding that the price of Canadian wheat for the year of 1919 be placed on an equality with that of the United States.

Under the other head was reported a discussion in the Regina City Council, which resulted in the appointment of a committee to investigate the cost of bread, which according to the opinion of some at least of the Aldermen was selling at unwarranted figures.

When the days come that the wishes of both these parties can be met, when it is possible to have wheat selling at $2.66 a bushel and bread that is made from that wheat shall sell for next to nothing at all, then the Millennium will surely have arrived.

What is to Become of Surplus Beans

Market at Home Cannot Absorb Supplies—May Be as Much as 500,000 Bushels in Excess of Domestic Needs—Japanese Beans Embargoed—Will Export For Canadian Beans Be Developed?

ONE authority stated to CANADIAN GROCER that he would estimate in round figures that Canada had an exportable surplus of beans and peas, above domestic requirements, of 500,000 bushels. He thought that there were enough beans in this country to last two, and probably three years, if there was no selling abroad of part of the present holdings. This brings up a very important question, one which is far-reaching and of interest, not only to the producer and wholesaler, but also to the grocer. Beans and peas, while they have both declined materially in price over recent weeks, are still high, and the declines made do not seem to have moved stock to any appreciable extent.

At Least Year's Supply

There is at least a year's supply of beans alone in the country, stated another large operator. Moreover, the world supply of beans was large, following a speeded-up production during the 1918 growing season. It was a situation quite unlike any which has arisen for many years. World production is said to be the largest in history.

In the past, and as a usual thing, Japanese beans have had a wide sale in Canada and have been found satisfactory by the trade. They have been sold regularly and certain varieties are well-known to the grocery trade as coming direct from the Orient. But with a great surplus here, and notwithstanding the fact that freights on the Pacific have declined as much as $32 to $37 per ton from Japan, the receipt of Japanese varieties is very small. It is significant to note that Canada's estimated yield for 1918 of beans was close on 3,950,000 bushels, and that of peas over 3,500,000 bushels. These totals are enormously higher than any previously available records.

Some Significant Facts

A large Japanese concern is credited with having secured huge holdings to the extent of 8,000 tons of Japanese beans. Not only so, but having paid from $9 to $9.75 per cwt., c.i.f. Pacific Coast, this concern is said to have made further extensive purchases in order to avoid loss. As an assistance to preventing loss, it is stated further that this firm has been helped through light deliveries having been made from the country, these moderate receipts leaving them unhampered in trading operations.

CANADIAN GROCER was informed by a Montreal seller that, in view of the fact that holdings are so large, the jobbers are making but small purchases, and few are buying in carload lots. Nearly all of them want to buy small quantities, and this because they feel that the market will, from time to time, afford them a better buying basis. They are content to carry just what their trade will absorb within a very limited period. It also is clear that many districts have sufficient supplies of their own to meet home needs.

Canada's Yield Great

In response to the appeal from the Government, Canada has grown an enormous crop of beans and peas. This was done in many parts, it is stated, at the express request of the authorities, and it is but natural that they should have desired to induce greater production with a starving world likely to want all the food that could possibly be raised. And it is very probable that the world does need this feed. Not only did the older bean and pea-growing centres produce a greater supply than ever before, but some of the sections which have not produced these foodstuffs before on a large scale made a big showing during 1918. This was the immediate result of a good return promising, for at the high price per bushel it was worth the farmer's while to grow beans and peas as a part crop at least.

Why No Export Now?

A great quantity of Michigan beans are said to have been shipped overseas already, and at the prices paid for these the Michigan farmer has been paid more than the prices at present asked by regular dealers in Montreal, and perhaps elsewhere also. Prices at which good Canadian beans are said to have been offered figure out at around $5.50 per bushel for whites, 60 lbs. As a general thing the price quoted is per 100 pounds.

It has been asserted by at least two or three bean sellers to CANADIAN GROCER that they believe Canadian beans are being discriminated against. Offers have been made, but no sales have been effected, even though these offers were known to be as low as, or lower than, the prices paid for Michigan's. The question arises, "What is the matter?"

There are several important factors that immediately force themselves upon the attention of the interested parties. In the first place Great Britain and Canada, in common with many of the Allied Governments, have obligated themselves to the United States for huge financial indebtedness. So great is this that the possibility arises of the Government of the United States being unwilling to permit competitive selling by these countries of commodities that they may have to offer, even of foodstuffs, through the Export Committee at New York. For this committee, it is stated, has such wide powers that it controls all export of foodstuffs, their purchase and transmission to Europe. A question has therefore arisen which it behooves someone to explain, and many interested parties will be relieved to know what the fate of the Canadian bean and pea surplus will be. To have these, and also large pea stocks, remain here indefinitely, must mean a big loss in any case, and in the meantime the growers are without the use of the large amount they represent. For, even though the holding be less than the amounts suggested, it will be granted that much money is involved, the use of which would now go far.

Other Factors

It is now rumored that the Japanese Government has placed an embargo on the export of beans. This may be the result of a demand for the production at home, for while the Kotenashi variety of Japanese beans were produced in reasonably large supply, the damage through rain was very great. This made the Korean variety a bigger seller this year, until the recent quietness was brought about in the general movement of beans.

One of the questions which some are now asking is as to whether those who have been urged to produce beans and peas will sow any acreage again with this seed, unless a market be found now for what they have grown. As one man stated a few days ago, "They will not produce any beans whatever, unless a market can be found for what have been grown, and at a price that is going to pay them. They can get better results from the raising of other products."

BRINGING TEA VIA VANCOUVER

J. W. Berry, tea importer, has opened offices at 33 Bank of Hamilton Building, Vancouver, and is extending his business so as to include Eastern Canada and the middle West. Mr. Berry, who has been a tea importer on the coast for eighteen years, speaking to a representative of CANADIAN GROCER, said that Vancouver was becoming the great port through which tea was being brought into Canada, and under the new railway freight arrangement, it is expected that importers at the Pacific coast will be able to import tea from countries of origin, and ship direct from Vancouver to all parts of Canada.

Regarding Business and Income Tax

Details of These Acts and Their Amendments in Brief, With Some Illuminating Comments by the Tax Commissioner

THERE seems still to be a good deal of uncertainty regarding the conditions of the Business Profits Tax and the Income Tax. Many enquiries are being received regarding these matters, and for this reason the following synopsis of the more essential points in the two acts is set forth herewith:

The Business Profits Tax

This tax is one that in the nature of things may pass by many retailers. It imposes a tax on all incorporated companies having a capitalization of $50,000 or upwards, or companies with lesser capital, 20 per cent. of whose business is or has been the manufacturing of or dealing in munitions. It excepts insurance companies and those engaged in agriculture. Such companies shall pay one-fourth of their net profits in excess of an exemption of 7 per cent. on paid-up capital.

Moreover this act passed in 1916 is retroactive, and is levied for three years upon the net profits shown in any accounting period after December 31st, 1914.

The profit from businesses carried on by private firms or individuals, is also subject to the same conditions except that such concerns are exempt up to 10 per cent. on the capital employed, which shall be taken to be a fair value of all assets used in the business, less all debts owing to the business.

In either case reasonable deductions from gross profits from depreciations, renewals, etc., are allowed.

Business Profits Tax of 1917

By the Business Profits Act of 1917 which amends the foregoing act, provision is made whereby on any business, taxable under the 1916 act, where the annual profits exceed 15 per cent. per annum, the tax shall be increased to 50 per cent. in respect to all profits in excess of 15 per cent., but not eceeding 20 per cent., and where the tax exceeds 20 per cent. the tax shall be increased to 75 per cent. with respect to all profits in excess of 20 per cent. This increased tax applies to the last year of the three year period of the 1916 act noted above.

Business of $25,000 Affected

Early in 1918 the period of the operation of the Business Profits Act was extended a year. By this amendment companies, whether incorporated or not, having an invested capital of $25,000 and up to $50,000 were also brought within the provisions of the Act, the rate to be 25 per cent. of all profits for the accounting period ending in 1918 in excess of 10 per cent. per annum on the capital invested.

Under the terms of this Act, there shall be levied upon the income during the preceding year of every person residing, or ordinarily residing, in Canada or carrying on a business in Canada, a normal tax of 4 per cent. upon incomes exceeding $1,500, in the case of unmarried persons, and widows or widowers without dependent children, and upon incomes exceeding $3,000 in the case of all other persons. In addition to the normal tax of 4 per cent., surtaxes as indicated below will be levied upon incomes of individuals exceeding $6,000.

On account by which income exceeds	But does not exceed	Supertax
$ 6,000	$ 10,000	2%
10,000	20,000	5%
20,000	30,000	8%
30,000	50,000	10%
50,000	100,000	15%
100,000		25%

The following deductions are permissible on these terms:

(a) From income tax accruing for 1917, the amounts paid for taxes accruing during 1917 under the provisions of the Special War Revenues Act of 1915, and from the income tax payable on any other year, the amount paid by the taxpayer for taxes accruing during such year under the act mentioned.

(b) From the income tax of 1917, the amounts paid for taxes under the business profits war tax of 1916 and amendments thereto for any accounting period ending in the year 1917. If the business tax is the greater, it is the only tax payable.

Exempted Income Lowered

By an amendment made in 1918 to the Income War Tax Act of 1917, the exemption in the case of an unmarried person is reduced from $1,500 to $1,000, and for a married person from $3,000 to $2,000 the rate of tax to be 2 per cent. between these figures, advancing to 4 per cent. with incomes of $1,500 in the case of unmarried persons and $3,000 in the case of married persons.

In addition to these changes there have been some changes in the surtax that is paid in addition to the regular tax. The basis of surtax remains the same up to $50,000; from this on there are some sharp increases in the supertax demands, and in addition a surtax that makes still more rigorous demands.

For example, the surtax upon incomes of $6,000, but not exceeding $10,000, shall be 5 per cent. of the tax and supertax payable thereon.

On incomes of $10,000 and not exceeding $100,000, 10 per cent. of the normal tax and supertax payable thereon.

In a recent address delivered by R. W. Breadner, the Taxing Commissioner for Canada, before the annual meeting of accountants in Montreal some interesting points in regard to these acts were raised.

This official gave the men before him the impresion that a reasonable interpretation and operation of both acts was the guiding motive of the Department, and so thoroughly was this spirit reciprocated by the business men, he declared, that the Board of Referees that was provided by the Act in cases of dispute had never been appointed. Mr. Breadner also gave the impression that the Business Profits Act would not continue for long, but that the Income Tax would be on the statute books "to the end of our lives."

In the course of his address and the "question" period that followed, the Commissioner dealt with the vexed points of depreciation, capital, dividends, reserves for future depreciations, inventories, patriotic gifts in relation to the Act, and many other disputed subjects.

Taking Inventories at Cost

In relation to inventories of merchandise, Mr. Breadner pointed out that owing to the very high price of goods at the present time there was certain to be an adjustment necessary when normal conditions returned. On this account the Department had ruled that an inventory of merchandise should be taken at cost, or the market value if this was less than the cost. As to whether, in addition to this method of handling the inventory, a company set aside as a contingency reserve an amount to meet in the future a drop in prices was no concern of the Department. The decision as to what would be done with this reserve, whether part or all of it would be allowed to go untaxed, could only be determined when it was scrutinized for assessment purposes. No ruling on any special case could be given in advance. Suppose a firm carried a stock that cost $400,000 in 1915, while the same stock to-day would cost $550,000, that merchant might very well say, "We'll lose that $150,000 sooner or later when normal prices are in force." The Department says, "You can set aside $50,000 or $100,000 to apply against a future loss, but whether any of that will be allowed when the assessment comes to be scrutinized a year from now can only be settled then."

At this point a special case was introduced by one of the accountants that refers particularly to dry goods stores, but has a parallel in nearly every business. The question implied that the general basis allowed for valuing merchandise, namely, the cost—or present market price if this were below the cost—would not apply to many lines where there was a special depreciation.

Fair Value at Time of Inventory

The Department recognized cases like this. Where the goods for any other reason are of less value than when purchased, the merchant is justified in taking in the goods at what he recognizes to be the fair value at the time of the inventory, subject, of course, to the approval of the Department. This means that the Department fully recognizes the principle of depreciation of this nature.

Goodwill Not an Asset

The Commissioner took an emphatic stand as to an allowance for "goodwill." "Goodwill," he said, "is not allowed unless it is represented by actual cash expenditure."

Real Estate Sales and Profits

Another interesting question asked was as to the relation of sales of real estate to profits. A company was cited that sold some real estate and declared a dividend with the proceeds. "The receipt of the dividend would be simply the return of capital," was the ruling. "Only the amount of income received from this sum would be taxable"—in other words the interest on the dividend. "Return of capital is not income." The Act allows for depletion in the case of mines, timber limits, real estate, etc. Then an instance was mentioned where a company had bought a boat for $50,000 and sold it for $200,000. Would the $150,000 be treated as a taxable profit? No, was the reply. The $200,000 itself would be held to be capital; the fact that the first expenditure had increased to an amount four times as great, did not affect the principle. The only case where the $150,000 would be taxed as profits would be where the company or individual was in the business of buying and selling boats. A similar point has been decided by the Privy Council.

Insurance Premiums Not an Expense

The Department has held that it cannot be considered as an expense but rather as an asset, and the proceeds when realized will be treated as profits.

Donations

Donations to patriotic purposes, the Red Cross, etc., must not be considered as deductions from the tax payable; "if they were we would have no tax at all. They would pay it all out in this way."

As to losses in one year being charged against profits in a subsequent year?

Cannot Allow for Losses

Mr. Breadner stated: "I have no hesitation in saying the Act on this point seems a hardship. A loss incurred in one period cannot be placed against profits in a succeeding period. The tax stands for each and every accounting period by itself. The Department can only administer the Act as it exists; it cannot alter it."

No Impairment of Capital

Impairment of capital does not reduce the amount paid up in capital stock, and there is no provision in the Act for reduction of the capital stock, therefore the Department holds that it has no power to consider impairment of capital. In some cases this would have reduced the capital below the taxable amount.

No change can be made in the accounting period without the consent of the Department. Some business men had shortened the last year with the idea that their payment of taxes would be cut down in this way. All must pay for the full 48 months.

The assessment for 1917 is not made until September, 1918. In making assessments the Department is usually one year to 1½ years behind.

Dealing with the Income Tax, Mr. Breadner advised all who had received forms to fill them in, no matter whether they considered themselves liable or not. If they did not the Department would follow them up.

Losses sustained in endorsing notes will not be deducted from income for taxation purposes.

Act Produces $64,000,000

One of the surprising features of the working out of the Act was the large amount collected of business profits taxes and the small cost of collection. The estimated receipts of the Act when it was passed were about $25,000,000 or $30,000,000. The amount collected the first year was $12,508,509, and in the second year $21,271,083, making a total to date of $43,330,494, with an estimated amount still to be collected for these years of $2,500,000, and for the accounting period of 1917, $18,000,000. This would bring the total to $63,830,494. For the first year the expense of collection was only $58,174, and $80,000 for the second, making the cost for the first year 46½ cents per $100, and less than 38 cents per $100 in the second. Of the whole staff of 40, more than half were stenographers and typists.

SPANISH OLIVE OIL RELEASED

Latest advices received indicate that the government of Spain will at last permit the exportation of olive oil under certain conditions. This will be welcome news and efforts to expedite the movement to this side of the water are already being exerted. Conditions to be complied with to secure exportation of this commodity are given as follows:

Export licenses required in every case.

Licenses granted only to shippers who retain in their possession at least half the quantity on which they apply for permission to export.

The export tax has been reduced 20 to 25 pesetas per 100 kilos, according to quality and style of package. This would be equivalent to about 17 to 20c per gallon.

A charge of 20 centimos (about 4c) per 100 kilos will be made to defray the Government's expenses in controlling the exportation.

The quantities that will be allowed to be exported will be controlled by the Food Administrator, who has fixed 90,000,000 kilos as the amount for 1919, subject to the conditions above specified and subject also to modifications which may be necessary on account of conservation.

It is understood that Spain's total exportation of Olive Oil to all countries averages about 70,000,000 kilos, so the amount of 90,000,000 would, it is believed, be amply sufficient to take care of normal export requirements, but indications seem to be that export requirements will be abnormal. The eventual exportation of 90,000,000 kilos would depend it is said on the retaining in Spain of 45,000,000 kilos, necessitating a total available supply of 135,000,000 kilos and depends also on the requirements of the domestic market, both as to prices and quantities.

NO PROSPECT OF LOWER PRICES IN PEPPER FOR SOME TIME

"There are many exceedingly interesting stories in connection with the spice and coffee market," said a western Ontario spice man to a CANADIAN GROCER representative last week. "For instance we have always endeavored to secure our pepper from India because we believe it to be the best quality pepper on the market. For several months now we have not been able to get it. I never could find out the real reason until recently when a pepper man from the East was in our city and called on us.

"When I asked him the real reason for this situation, he pointed out that during the war the people of India could not secure sufficient quantity of the cheaper peppers from other countries for their use on account of shortage in transportation, and so had to use their own. In normal times they export their own pepper because they get a good price for it and buy cheaper grades from other countries to use themselves. This is like some of our Canadian farmers who sell their best butter and eggs and use the inferior quality for themselves.

"It does not seem to me that there will be much lower prices in pepper for some time," he stated. "We have been buying large quantities of Dutch East Indian peppers since the war started on account of the fact there was considerable difficulty in getting these into Holland. Now that the war is over the Dutch will take their goods to their own country as soon as they can get shipment, which will mean a shortage on the Canadian market. This is going to mean that prices will be maintained, at least for some time to come."

Harper R. Gray, joint manager Gunn, Langlois and Co., Montreal, was in Ottawa last week attending the sittings of the Board of Railway Comissioners, as representing the wholesale produce trade.

Store Founder Insisted on Plain Cards

Could Not Read the Small Lettering and Decided to Have Bold Type—Uniform Style of Letter and Numeral Gradually Adopted—Illustrations Show This Style

One of a series by R. T. D. EDWARDS

THE system used in one of Canada's big stores for putting show cards on their goods is a very interesting one indeed and is sure to be beneficial to the smaller merchant.

We will first state how this store came to adopt its present system of plainly-printed uniform style show cards.

The founder of it was one day viewing their show windows. On one neatly-trimmed merchandise display was a show card neatly lettered with small type. The man's eyesight being slightly defective he could not make out what was printed on the card. The result was that an order was passed that all cards, whether in the show windows, or for interior use, must be lettered with a bold type so that all customers might be able to read them easily.

Uniform Style Adopted

A system was gradually worked out and the result was that a uniform type of letter and numeral was adopted—a style that was applicable to hand or machine printing.

The style adopted was a square-faced Gothic, a style which the cardwriter could form by using the brush stroke method (we might say here that the brush stroke method of forming letters is the only way to turn out show cards quickly, and it is being taught and used by all the foremost schools and cardwriters). The next thing to standardize in this store was the sizes of the cards. Each card had to have a ruled border. Then a range of prices was selected, suitable to the prices of the merchandise in the various departments, from one cent upwards and many of each price and size were printed.

SOME SHOW CARD PHRASES

Get your marmalade supplies now

For that skating party — Hot Cocoa, Nut Sandwiches, Fancy Biscuits, Chocolates

For the morning's breakfast what could be better than one of these cereals

Sausages for breakfast, or for any meal; they can't be beaten

Try this honey; it will be a refreshing change for the evening meal

A large sliding door cabinet was built with shelving suitable to the various card sizes. The cards were placed in it in numeral order on their edges, this making it easy to obtain the desired price card. Sale cards, Friday bargain cards, "As Advertised" cards, etc., were all arranged in this manner.

One great feature in this company's system of show carding the store is a hard and fast rule that all cards belonging to a sale or season of the year must be taken down on a given night and replaced by the uniform white card with black printing. For instance, the day following Christmas all cards with Christmas designs are to be discarded or at the end of the semi-annual sale all sale cards must be dispensed with on a given date. This system can be worked out in the small store just the same. Don't allow Christmas cards to remain up after Christmas. It looks just as bad on the part of the store management as if "Friday Bargain" cards were left up on Saturday.

This "big store" example is not given as one to be followed minutely by the small store cardwriter, but many things can be gleaned from it that will be very helpful. For instance, many cards can be worked up ahead of time; borders can be ruled, standard prices can be made up by hand and filed away for busy seasons. The style of letter can be made uniform whether a heavy "Gothic" or a neat "Roman" be used. The color and sizes of the card should be standardized. This rule of course would vary for special sale purposes or at "opening" times.

Samples of This Store's Cards

The two styles of show cards demonstrated give a fair idea of the class of work used in the windows of the big store above mentioned. They are good readable cards. The type is plain, the layout neat and not elaborate, yet when you see either of these styles used in a couple of dozen windows all at one time the effect is good. The same form of lettering has been used for years and in all probability will be used for years to come. It is a part of the policy of the store.

The cards are white with black letters. The underlining is red. The shading on the one card can be done in any shade to suit the window trim.

SEEDS NO LONGER PROHIBITED EXPORT FROM U. S.

The Canada Food Board has been informed that field and garden seeds have been removed from the restricted export list of the United States, and that American shippers in future do not require licenses for shipments of seeds coming into the Dominion.

The removal of United States restrictions on flour will also extend to Canada.

New Peace Problem for the Retailer

When Should the Retailer Mark Down Prices?—Must He Suffer a Loss?—The Logical Way of Dealing With Question—Regard Loss as Advertisement—Guard Against Overstocking

By C. J. MORRIS

WITH the coming of peace and with the inevitable return of prices of various commodities to something approaching pre-war levels a problem, by no means unimportant, presents itself to the retail merchant as to what system he should adopt in lowering his prices to his customers. Should he mark down the retail price immediately he receives notice that the wholesale figure has been reduced, or should he continue to charge the higher rate so long as he holds any stock purchased before the reduction came into effect?

The question is undoubtedly in some respects a difficult one to decide. On the one hand it would seem manifestly unfair that the retailer should have to sell stock at a loss owing to a drop in price, and on the other hand it might be seriously prejudicial to his own interests to continue to charge a higher price for an article than is charged by his competitors who may have already lowered their price.

Similar to Problem of Raising Prices

The problem is similar to that which has had to be faced many times while prices were on the upward grade during the war, but differs from it in this respect—that, whereas, in the past four years the merchant has had to decide whether he would charge a price which would bring him in an extra profit, over and above that which he generally made, he now has to decide, or will shortly have to decide, whether he will charge a price which will bring him in less profit than usual, or possibly even no profit at all.

It is true that at present there is no sign of any great slump in prices generally which promises to make the problem an immediate or a pressing one, but that an eventual drop from the abnormal prices of the last four years to normal levels will occur cannot for one moment be doubted, and the wise dealer will take time by the forelock and decide beforehand on the policy he will adopt as most likely to serve his interests.

To the man who, while prices were soaring upward, adopted the course of raising his retail prices as soon as he was notified of any increase in wholesale rates, the question presents no difficulty. He will probably tell you that in deciding on his method of action in the first case he was influenced by the thought that prices would at some time or other drop again, and that he would probably have to sell at the lower rates a certain portion of his stock which had been purchased when prices were high, and that he considered himself entitled to make the extra profit in the first instance to offset the loss which he knew he would be compelled to make when prices turned the corner and entered on their downward course.

There is no doubt that some merchants did adopt this farsighted policy, but it is equally an undoubted fact that many did not, but continued to sell goods on hand, after the price had risen, at the old rate as long as their stock lasted. Those who followed this line of action have now no reserve to offset any loss it may be necessary to incur in the near future, and it is to them, therefore, that the question under discussion specially appeals. Had all retailers adopted the same course in the first instance the problem then would not have presented the same difficulty.

The Logical Method

The logical method is naturally for all retailers to make a simultaneous rise in the price of any commodity immediately the price of that commodity is raised at its source, and similarly to lower the price when it is lowered at its source, irrespective in each case of what stocks they may have on hand. If the system is followed of waiting till the stock on hand of any article is exhausted before reducing or increasing the price, we are bound to have the anomaly of one retailer charging a certain price for an article which his competitor is selling at a higher or lower price as the case may be. And of course no up-to-date merchant can regard with equanimity the possibility of his customers leaving him to purchase precisely the same article elsewhere at a lower price.

Marking Down Prices Not a Real Loss

It would seem, therefore, that in many cases no other sensible course will remain open to the retailer than to mark down his goods, the cost of which may have been reduced before he has exhausted his stock bought at the higher rate, and he must take what consolation he can from the fact that in so doing he is not allowing his competitors to undersell him. Upon considering the matter from a broad viewpoint he will probably be able to arrive at the conclusion that the hardship he experiences in so doing is more apparent than real.

In a questionnaire sent out by a trade paper when prices first started on the up grade and this matter came prominently to the front, a large number of merchants gave as their reason for not immediately raising their prices that they wished their customers to benefit from the fact of their having stocks of goods on hand which had been purchased at lower prices, and that they expected thereby to gain the good will of their customers and prospective clients. In other words, they regarded the foregoing of the extra profit which they might have made as an advertisement which they were quite willing to pay for.

Now the failure to make a profit which one might fairly make by selling an article at less than its present market value is in reality no less a loss than that incurred in selling an article at less than its cost price. In other words if the market value of an article is $1.25 and it is sold at $1.00, there is really a loss incurred of 25c, no matter what the article cost. The profit and loss account at the end of the year will show 25c less profit than would have been the case had the article been sold at its real value.

In the same way if an article which should be sold at $1.25 has to be sacrificed at $1.00 because the value has fallen, the loss is equally 25c; no more and no less. The profit and loss account will show 25c less profit than would have been the case had the article been sold at $1.25. In each case a loss of 25c has been made.

Loss Really Cost of Advertisement

This being the case, those merchants who were quite willing to forego a profit for the sake of advertisement when prices were on the up grade need not hesitate to incur a similar loss of profit, also for the sake of advertisement, when prices are falling.

The man who raised his prices immediately in the first case has, it is true, a reserve profit to offset his loss now, but he has had to forego the advertisement which the man who acted otherwise has secured and has expressed himself willing to pay for, and it is quite possible that the latter's sales were increased owing to his keeping his prices down, and that the other man's sales were correspondingly reduced owing to his raising his prices simultaneously with the rise in the wholesale rates.

The merchant, therefore, who gave his customers the benefit of his having bought his stocks at lower rates need have no vain regrets if he be in the near future called upon to make a reduction in his prices owing to the downward trend of prices. This will only be part and parcel of the same policy he instituted in the first instance.

Do Not Overstock

One point he may give careful consideration to is the question of present

purchases. Although, as stated above, there appears to be no prospect of any big fall in values, and although for some time there is likely to be a shortage in some lines, still, the probabilities are that as a general rule the trend of values in the next year or two will be downward, and the cautious man will in such circumstances take care not to allow himself to become overstocked.

Explosion of Molasses Causes Heavy Death Toll

Explosion of Huge Storage Tank Carries Death and Destruction in Its Wake—Accumulation of Gas the Probable Cause

AN immense storage tank for molasses at the Puritan Distillery Company's wharf, Boston, exploded on Wednesday last, killing 30 persons and injuring 50 others. The amount of molasses stored in the tank was estimated in the neighborhood of 2,000,000 gallons. It is not known just what caused the explosion, though it is generally believed that the gases formed by fermentation that is often noted in molasses, and especially in molasses of the low grade used for distillation of alcohol, were the actal cause. As this was probably provided against in storing such a quantity of molasses it still remains a mystery as to how a volume of gas, capable of such destructive action, could have generated.

No Heavy Detonation

There was not the usual great detonation accompanying such blasts, but rather a low rumbling sound, more like an earthquake.

Fragments of the great tank were thrown into the air, buildings in the neighborhood crumpled up as though the underpinnings had been pulled away from them and scores of people in the various buildings were buried in the ruins, some dead and others badly injured.

A Trail of Destruction

The explosion blew away two of the supporting pillars of the nearby elevated railway structure, demolished several buildings, blew an electric freight car off the track, overturned a number of heavily-loaded trucks and killed about a dozen horses.

A nearby tenement house fell in. Two women and a man were taken from the ruins, all injured.

Thirty-five persons were removed to hospitals and many others received medical attention and were sent to their homes.

One man was picked up in the harbor. He had been blown 150 feet and both legs were broken. Another man was hurled 50 feet through the air and landed in a doorway on the opposite side of the street. Beside him were the bodies of two women, apparently dead.

These instances give some idea of the enormous force and destructiveness of the explosion.

The molasses spread over the street to a depth of two or three inches. Many of those killed or injured were covered with molasses, and could not be readily identified.

EGGS, POULTRY, FRESH MEAT AND MATCHES MAY BE EXPORTED TO U.S.

Import restrictions against the following commodities have been removed by a new ruling of the United States War Trade Board. Licenses will now be issued for the import from any primary or overseas market.

The following are the items of interest to the grocery trade:

Eggs of poultry. (Eggs, dried, frozen, prepared or preserved, and yolks of eggs, list 2, item 127, removed December 12.)

Matches, friction and lucifer.

Fresh meats.

U.S. Removes Other Articles From Export Conservation List

The following items have been removed from the United States Export Conservation list it has been announced by the War Trade Board, to be effective January 4, 1919: Apples, dried; beef drippings; corn grits; garden seed; mammoth clover seed; peaches, dried; peas, seed; prunes, dried; seeds as follows: garden, mammoth clover, peas, sugar beet vegetgable.

To be effective Jan. 7, 1918: Soya beans, olive oil.

SUGAR RATES UNDER CONSIDERATION

The proposed recommendation of the Railway Board to the Minister of Railways that the Order-in-Council amending the commodity rates on refined sugar in carload lots be rescinded, was brought to the consideration of the Board sitting at Ottawa on Tuesday of this week.

The board, in a judgment already given in this case, has shown a disposition to agree with the contention of the Montreal sugar refiners that the rates established on the Government railways constituted a discrimination against them, and gave the refineries of the Maritime Provinces an advantage on sugar shipments to Western points.

Mr. Eugene Lafleur, K.C., on behalf of the Montreal and Wallaceburg refineries, this morning strongly supported the proposed recommendation of the Railway Board. He maintained that the new rates had been imposed as a measure of relief to the Eastern refineries, which ordinarily get their raw sugar by water, but that they were adversely affected by war conditions. He urged that, now the war is over, Montreal refineries should be relieved from the discriminatory conditions that now prevail, and that the sugar rates be put on a class basis.

On behalf of the Maritime Province sugar refiners, it was maintained that the existing rates should be maintained because of the increase in ocean freight rates.

No decision was reached in time for this issue of CANADIAN GROCER.

CALIFORNIA SAID TO BE SHORT OF RAISINS

The representative of a large California packing house stated to CANADIAN GROCER that there would be little more than enough raisins to take care of an average season's demand. It is quite true that shipments have come forward of late and the local jobbers seem to have availed themselves of fairly large supplies. This authority was sure that the immense consumptive demand would absorb all stocks within a reasonably short period, and that there might even be a shortage before next crop.

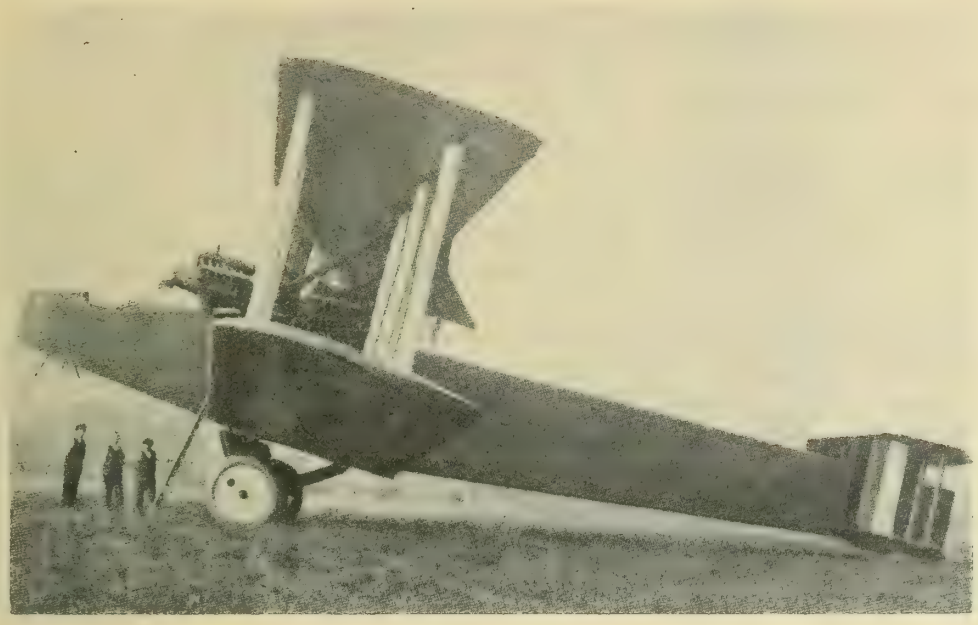
Another large importer in Montreal stated that spot stocks of raisins in California were to-day very short, both of seeded and seedless. He stated that a wide distribution had been made of late and that jobbers had a considerable quantity of raisins distributed among them. But as far as securing further large supplies at the point of growth he was certain that there was little surplus there and that there would be no improvement of the position until next October, the period when new crop were available.

A MILLION BUNCHES LOST EVERY MONTH

The war and its demands upon shipping has so reduced the fleet used to convey bananas from South and Central America, that, the fruit is wasting at the rate of a million bunches a month. These figures are given on the authority of one of the largest handling companies. In a recent issue of CANADIAN GROCER, P. D. Walty, Toronto, representative of the Fruit Despatch Company, was quoted as giving some figures illustrating the falling off in the export from certain countries. These figures were incorrectly attributed to Mr. Walty. They were used not as actual figures but were merely used to illustrate the existing conditions. Mr. Walty states that no figures relative to shipments are available, until recently not even the names of boats bringing the shipments were known, practically the only information available being the name of the variety.

As far as can be learned there is no likelihood of any immediate improvement in the banana situation.

Current Events in Photograph



COMMERCIAL FLYING

The public is just beginning to realize the immense possibilities of commercial aviation. The war gave more impetus to flying than it would have gained under normal conditions in years. Not everyone knows that nearly ten billions of dollars are now invested by the various Governments in air craft of one sort and another. It is not planned to let this huge investment lie idle just because the war is over and some of the huge planes, like the one in the picture, are already in use and big developments along commercial lines are taking place. The direct routes possible by air and the great speed the planes can make will take many days off the records attainable even by the fastest trains.

Expense Less Than Ten Per Cent

Country Merchant Has Advantage of Low Expense Average to Offset High-class City Trade

By HENRY JOHNSON, Jr.

WHILE continent-wide study of expenses in the grocery business has yielded an average figure close to 16 per cent. for expenses, there are plenty of examples of country merchants whose business cost is not nearly so great. In fact, those men might very well be satisfied with an average margin of 16 per cent., or even less, as may be seen from the subjoined correspondence and statement.

Moosehead, P.Q., Oct. 31, 1918.

Dear Sir,—We are interested in the reports you make on other cases, so would be pleased to have your report on ours. We have tried to make the statement as clear as possible and hope it is understandable. Please do not let our name appear.

We contemplate purchasing the land and building and fixtures which at present we only rent.

Statement.

Stock, Nov. 7, 1918 (1917?)	$471.10
Value of goods laid down, Nov. 1917	337.97
" " " " Dec. 1917	2,667.62
" " " " Jan. 1918	1,495.84
" " " " Feb. 1918	2,539.83
" " " " Mar. 1918	2,329.08
" " " " Apr. 1918	1,906.74
" " " " June,1918	1,460.35
" " " " July, 1918	1,656.17
" " " " Aug. 1918	1,139.26
" " " " Sep. 1918	1,061.74
	$18,186.77
Receipts, Nov. and Dec., 1917	$1,733.25
" Jan., Feb. and Mar., 1918	6,425.28
" April, 1918	1,709.38
" May, 1918	1,361.26
" June, 1918	1,324.71
" July, 1918	1,229.64
" Aug., 1918	1,110.71
" Sept., 1918	1,137.34
Produce sold, April to September	724.79
	$16,756.36
Cost value of stock, Sept. 30, 1918	$3,783.66
Fixtures, less 5%	152.44
Accounts, $327.07, less 1%	323.80
Cash on hand	284.21
	$4,544.11
Buildings owned, purchase value	195.00
	$4,739.11

Week November 16, 1918.

Owing for Mdse	$2,281.69
Accounts owing	58.49
	$2,340.18

This account is carried by main store —should interest be charged?

Operating expense, Nov., 1917, to Sept., 1918	$1,138.85
Less counter books, bags, etc., on hand	36.00
	$1,102.85

(Should this $36 appear as stock and be charged back to expense at beginning of quarter?)

Salary of proprietor, Nov. to Sept., 11 mos. at $50 per mo.	$ 550.00
	$1,652.85

Proprietor is at this branch only two days per week. Expense of proprietor is charged each week.

Please let us know the percentage of profits according to turnover, and the percentage of doing business.

Only Half a Statement

Of course, it is obvious that this is only a half statement. Any number of things is lacking to enable anyone to answer the questions. What percentage of profit, what net expenses, with any fair approach to accuracy?

A peculiar condition appears if we compare purchases each month with sales; for the purchases almost uniformly exceed the sales. Stock on hand plus purchases during November and December foot up $3,476.69, while sales for that time were only $1,733.25. For the following three months the sales were $6,425.28, while purchases were $7,364.75. It appears, of course, that this is a branch store, so the firm may be stocking it up liberally, month to month; but to be able to tell the exact

Continued on page 32

CANADIAN GROCER

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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A THOUGHT

"THE price of oats, like the price of hogs, has fallen sharply. Consumers are keeping an eye on oatmeal and bacon prices."

So writes a ponderous intellect in the Toronto *Globe*.

Prices declined about $2.00 per live hog. Now it would be very interesting to know just how much of a decline this newspaper reformer actually expected on the rasher of bacon for his morning breakfast.

WHAT ABOUT IT, MR. THOMSON?

THE Consumers' Association, Windsor, Ont., is still advertising itself as once more in business, though according to the Canada Food Board officials the withdrawal of its license was for the duration of the war. The officials of the Board have definitely stated that they do not take the view evidently held by the Consumers' Association that the war ended with the armistice. It is about a month now since a representative of the Legal Department of the Board was notified by CANADIAN GROCER that this firm was once more in business. It was stated then that steps would be taken immediately to enforce the action taken against this firm. Apparently, however, this has not been done. The firm was punished for a flagrant disregard of the Food Board's orders, and failure to enforce a penalty will certainly not tend to increase the prestige of the Canada Food Board.

THE FARMER AND THE RETAILER

A SPEAKER at a convention of the Lennox and Addington's Farmers' Co-operative Association urged the necessity of the farmer retailing his products, and by so doing saving the dealer's charges. That is perfectly all right as far as it can be managed. It is a wise move to dispose of the distributing trades if they serve no useful purpose. We are inclined to wonder, however, just how successfully the farmer would dispose of his butter and eggs and potatoes and vegetables and other products, if he had to dispose of them direct to the consumer. The wholesaler and retailer is here because he is needed, and only gets paid for an actual service rendered.

A CHANGE OF HEART

THE Toronto *Telegram* is getting painfully excited over the possibility of anything happening to the packing trade. In the heyday of the war demand, the packer was the fair game of the newspaper.

Now the hint of difficulty in this export business is beginning to make them see how far are the ramifications of this industry, and how important it was to Canada, and to Canadians generally, but it is no whit more important to-day than it was at the time of the senseless campaign aimed at discrediting the industry.

A NEW FOOD CONTROLLER

GEORGE H. ROBERTS, a gentleman practically unknown on this side of the water, has been appointed Food Controller of Great Britain, at the time when people on this side of the Atlantic are beginning to feel that the days of food control should be a relic of the past. England's problems in this regard, however, are not like Canada's, as the new Food Controller points out. The drastic rationing system in operation in Britain was the direct outcome of ever-increasing calls upon British tonnage caused by the needs of the Allies for munitions, clothing, food, coal and other materials.

The supreme food council is now going to do for the rest of Europe what the inter-Allied food council and the inter-Allied executives for wheat, sugar, meat, etc., did during the war for the Allies alone.

This is a large task, the task of practically feeding a continent, and a continent still torn by dissensions and strife. The food control office is needed in Britain to meet these great problems. In Canada

our problems are simple, and could probably be solved by the minds that solved similar problems prior to the war.

PANTRY ECONOMICS

THE Toronto *Globe's* attitude in regard to the recent embargo on bacon products to Britain is marked by that profound limitation of vision that marks all its references to the packing industry. The only viewpoint that it apparently sees is the mythical one of the fabulous profits of the industry. Let that be as it may, it is still the small item. If the packers must suffer in the curtailment of business, we can look on with equanimity, whether they have profiteered or no. It is the fortune of business —provided always that they alone suffer.

But it is not possible to disassociate a great business from the life of the country in that manner. The closing of packing plants throughout the country would produce a serious labor situation in many communities, while the withdrawal of the packer from the market for hogs would result in something like ruin for the hog-raising industry — a great industry in which all of Canada is directly or indirectly interested.

But the *Globe* sees only the housekeeper paying double the price for bacon that she did before the war, and neglects to consider that the husband of the housekeeper is probably not particularly satisfied with something better than twice the salary of the 32-cent bacon days. As a matter of fact, it is rather pitiful to see a publication that should speak with authority blinding itself with a slice of bacon to the great needs and problems of a Dominion-wide industry. Isn't it time for relief from this pantry economics?

WHAT OF CO-OPERATION?

THE growing feeling among certain people or organizations that all the evils of the high cost of living are to be met by the formation of co-operative buying concerns, is a question worthy of some thought. There can be no reasonable argument against anyone obtaining the necessities of life on the cheapest market, that is able to adequately meet their needs. The idea of co-operative buying is, however, more glittering on its face than in actual operation. It is a movement that certainly should not be undertaken without a serious appreciation of conditions, and also of the history of such enterprises, for that history has not always been cheerful reading for those most closely interested in the matter. On another page of this issue appears the story of a large chain of co-operative stores, financed and managed by a great company for the benefit of their employees, that failed rather dismally, because the employees showed a strange proclivity to deal elsewhere, despite the inducements offered.

In our own country similar results have frequently followed. A large co-operative undertaking in Northern Ontario had a similarly sorrowful ending. Experience has so often proved that price is not the only consideration in sales, that it need not be proved anew. And low price is the only argument used by the co-operative stores.

As we have said before, there is no use in trying to bolster a trade by words. If the wholesaler or the retailer is a non-essential element, then the stress of business will eliminate him. These agencies survive because they do actually deliver a marketable commodity for which they charge a price, and that commodity is service, and for that service the public is willing to pay.

IT PAYS TO ADVERTISE

THE statement in last week's issue of CANADIAN GROCER from Windsor, Ontario, that the *Border Cities Star* has decided to open its columns to Detroit firms has an angle that is of interest to all retailers. The *Star* was purchased by its present owner after the merchants agreed to do a certain amount of advertising. On his part, the owner of the newspaper agreed to cut out all Detroit advertising. Just what this means may be gathered from the fact that Border Cities' firms were making a fight to prevent more than three million dollars going across the river annually into the pockets of Detroit merchants. The owner of the paper claims that the merchants have not given him the support they promised and have not advertised as they agreed to. Similar complaints have been made from time to time by the owners of papers in Canadian towns when they opened their columns to mail order houses. Newspapers are a business proposition and it takes a lot of money to operate many of them. The papers have a duty to perform not only to the public, but to the merchants. On the other hand, the merchants of a town have a decided obligation toward the home newspaper. It is entitled to their support and firms who fail to use space are not working either in their own interests nor those of the community. This policy of not advertising by home merchants is to blame perhaps in a very large way for the big development of the mail order firms. There are two noticeable facts in connection with the grocery trade at the present time. One is that the business was never on a more sound basis and the other is that grocery firms were never doing so much advertising. It is encouraging to know also, from the managers of many grocery firms, that they have found advertising so successful that they are planning to increase their space. This does not mean that they have been using too little space in the past, but rather that their business has grown so steadily as a result of their efforts that they feel fully justified in taking more.

Making a Busy Monday

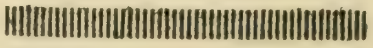
An Ottawa Merchant Tries a Novel Scheme

THERE is hardly a grocer in Canada who will not agree with McGregor's that Monday is a slow day.

The 5 per cent. discount offered in the advertisement reproduced here has, they say, proved a great drawing card and has been the means of gaining many new customers from all parts of the city, who have noticed that phone and C.O.D. orders receive the same treatment as those personally given at the store.

The 5 per cent. reduction carries with it no restrictions as to quantities or lines ordered, but everything in stock comes within the agreement.

Notice the second feature in the advertisement. You will see the small panel contains only a few words but they are telling a story. Customers are told that their orders are valued every day of the week, and if they cannot come on a Monday, they can redeem the coupon receipts of other days at 5 per cent. every Monday in the year.



Why 5% at McGregor's

IN the grocery business Monday is a slow day. Yet our staff—expenses—and capacity for doing business is the same as on busy days.

We Want More Business on Mondays

And—to get it are offering as an inducement — to let our clients share with us in our profits—to the extent of 5%.

On Mondays

every cash or C.O.D. sale at McGregor's is subject to a cash discount of 5%.

5% is a goodly discount. It is better than bank interest.

The comparative value of a discount is gauged by the margin of profit on the article in question. All food stuffs are handled on a small margin.

In groceries a discount of 5% is as good as 25% discount on some other lines.

5% off is a big saving.

Save your cash register receipts. On Mondays they are worth 5%.

It will pay you to cultivate the habit of buying Mondays at McGregor's.

McGregor's

R. McGregor, Limited

225 BANK STREET.

Between Nepean and Lisgar Streets.
Phones 6501-6502 Queen.
Canada Food Board License No. 8-372.

M148 111

The way MacGregor's, Bank St., Ottawa, features the plan for better Monday business.

U. S. STILL RETAINS RESTRICTIONS ON COFFEE

The United States Food Administration announces that the withdrawal of special coffee rules and license requirements under the food control act have no bearing on the requirements of import licenses from the War Trade Board, and these are still required.

The United States War Trade Board, however, will no longer require coffee import licenses to contain the clause that all coffees must be first offered to the Sugar Equalization Board before they are offered elsewhere.

Licenses for the export of coffee are under the jurisdiction of the War Trade Board and are not at present granted. The provisions of the food control act are still in effect.

EXPENSES LESS THAN TEN PER CENT.

Continued from page 29

status at this time I should have to know just what was on hand in the beginning, not merely the stock, but all else.

Meantime, I cannot seem to escape the conclusion that this branch is running behind rather steadily. The purchases exceed the sales by $1,430.41. The expenses, as stated, are $1,652.85. These together make $3,083.46. Against that we have stock now on hand, fixtures, accounts, etc., totaling $4,639.11 against which are bills of $2,340.18, leaving net assets of $2,398.93. Deduct those assets from excess purchases and expenses, as above, $3,083.46, and there appears to be a net deficit of $684.53. If we are to include interest on investment, as certainly must be done, plus perhaps some other items which have not been taken into account—and I suspect very strongly that there are such—the deficit will be larger by just that amount.

A Branch is Simple to Account For

Really, the fundamentals of accounting for a branch are few and simple. Know what you put into it in goods and money. At the end of any period, see what you have in it, in goods and money. Deduct from that final amount interest on the total original investment at the going local rate—6 or 7 per cent.—and the remainder will show you in a minute whether you are making or losing. If losing, something must be done. If not making enough something must be done. But a detached business, like a branch, is peculiarly simple to handle from an accounting standpoint.

A point of apparent strength in this instance is the low expense rate, that is, assuming that the account as given is approximately correct. For it runs 9.867 plus, or under 10 per cent. Making allowance for interest charges and some other items now, perhaps, not included, probably the percentage will not be swelled beyond 10½ to 11½ per cent. Thus there is an element of advantage here, commonly enjoyed by the country merchant, which enables him to withstand competition from mail order houses and all others. He can do business on an average margin of 15 to 16 per cent., and make a nice net profit, whereas the other fellow's expense runs as high as or much higher than his gross margin totals.

The trouble in this case as I can see it through the medium of these partial figures is that the gross margin does not average high enough. I suspect that a lot of "trading" is done with little or no profit. For instance, that item of $724.79 for produce is followed by this note: "Credit obtained for these goods to apply on accounts." Just what does that mean? Probably that no cash has been paid for those products, but they have been taken to the credit of open accounts and then sold. The likelihood is that they have been sold without any margin whatever—perhaps at some loss.

Handle No Goods Without Margin

I know, of course, that in many small towns it is the common practice for merchants to accept produce at full market price and turn it over without any margin, just to "accommodate" their customers. I know, also, that in those towns merchants say they "can't" do differently from their neighbors. Far be it from me to say that I know conditions everywhere, for I do not; but this I do know: That my earliest experience was with farmers as customers, from whom we bought products, and that this no-margin method of "trading" was prevalent in our town and all neighboring towns. Also, that our neighbors everywhere took such products "in trade" only—never paying the farmer any cash.

Just the same, we in our own little store, bought farmers' goods for spot cash, and then sold those farmers their groceries also for cash. We then sold the products to our city customers. Now, you will say: "But we have no city customers, for we are at a cross roads." Very well, but in our store, by paying spot cash and knowing the grocery business very well, we were able to underbuy competitors constantly.

If, now, my correspondent has further figures to give me, if he will run over my comments and write fuller explanations or point them out wherein I have misapprehended him, and if he will give me all other details, I shall gladly study his case further. I am rather convinced now that his trouble is that he does not get margins; but I shall await further particulars.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

H. P. Lea, Montreal, has sold to S. Feigelman.

Mr. Coffey, sales manager Chase and Sanborn, Montreal, has been indisposed for a few days.

Emery Lapoint, fish dealer, Ottawa, was in Montreal last week.

Forbes and Nadeau, wholesale grocers, Montreal, have dissolved partnership.

C. Ritz, Eastern manager for Robin Hood Mills, Ltd., Montreal, was in Ottawa last week.

W. A. Brown, chief of the Poultry Division, Department of Agriculture, Ottawa, was in Montreal on his return from P. E. I. last week.

Mr. Boucher, manager of the butter department of the Dominion Fish and Fruit Co., Ottawa, and E. Montreuil, also of the same company, were Montreal visitors.

Bray Bros., Reg'd, Sherbrooke, Que., have succeeded Bray Bros., J. E. W. Levesque having purchased the business with the intention of conducting the same in the present stand on Wellington street.

J. O. Ginn, of Ginn and Elliott, Richmond, Que., has not been in the best of health of late, but has been able to attend his business engagements part of the time. Mr. Ginn hopes to attain his usual health ere long.

G. T. Milne, British Trade Commissioner for Canada and Newfoundland, addressed the Engineers' Club of Montreal on British overseas trade during the reconstruction period.

A. H. Brittain, president, and W. R. Spooner, chairman of the Transportation Committee, Canadian Fisheries Association were in Ottawa last week representing the Montreal fish dealers and the trade generally in connection with the proposed increase of rates for express shipments.

Ontario

L. Tanney, Pembroke, is discontinuing business.

Leon Borleau, Ottawa, is selling his grocery business.

Thornton Fowler, general merchant, Callendar, has sold out.

John Matthews, general merchant, Sunnivale Corners, has sold out.

Frank McDonald, owner of the cheese factory at Easton's Corners, is dead.

William Carroll, Hamilton, has added a new store to his already large list.

Robt. McDonald, of the White & May staff, Aisa Craig, has been ill at his home on Jamieson street.

The William Neilson Company, Toronto, have been granted a permit for the erection of an addition to their factory at 277 Gladstone avenue, near College street, to cost $6,000.

Charles Soll, a miller of Thorndale, was killed Monday morning through being drawn into the belting of machinery at his plant. He leaves his wife and four daughters.

Among those who were elected to the directorate of the Rotary Club, London, appear the names of John Bridge, general manager of the Neal Bakery, and A. E. Silverwood, of Silverwood's, Limited.

J. W. Philp has purchased the grocery and provision department of the business of A. J. Stephenson, Arthur. This department will be moved to a store adjoining and will be continued there.

Arthur W. Hill, son of Mr. and Mrs. Henry Hill, Ross St., St. Thomas, died recently at Cody, Wyoming, in his 29th year. Prior to leaving for the West, a little over a year ago, he conducted a grocery business in Erie St., St. Thomas.

Wyckoff & Gafeny, London, have dissolved partnership. Mr. Gafeny is retiring from the business, and it will be conducted in future by Mr. Wyckoff under the name "The Wyckoff Quality Food Store."

An interesting visitor to the East last week was F. D. Cockburn, well-known broker from Winnipeg. Mr. Cockburn represents a number of leading manufacturers in western Canada, including some large soap manufacturers.

The Brantford Scale Co. have increased their capital to $500,000 and have secured a Dominion charter. Their former capital was $150,000 and their charter applied to Ontario only. They have also opened offices in Winnipeg and Vancouver.

The W. Metcalfe Company, Kitchener, who announced their intention of discontinuing business some time ago, have sold their present premises, and moved their stock into a small store in the rear, where this stock will finally be disposed of. Mr. Metcalfe will move to California to live when the business has been finally concluded.

James Murphy, a former well known grocer, of Wallaceburg, died at the age of 50 years on January 4th from an attack of apoplexy at Grace Hospital, Detroit. Mr. Murphy was visiting his brother at the time. Some years ago he conducted a grocery store in the corner stand now occupied by W. Thompson, in Wallaceburg. Of late years he has been living with his sister, Mrs. McEvoy. He had many friends in that place who will sincerely regret his death.

A fire loss that will probably aggregate $5,000 occurred at Putnam, five miles west of Ingersoll, shortly after two a.m. this morning. The large food storehouse and chopping mill of R. J. Clifford and a barn adjoining, owned by Charles Matthews, were totally destroyed. The cause of the fire is unknown. It broke out in the Clifford storehouse shortly before 2 o'clock. The loss is partly covered by insurance.

WIFE OF PROMINENT CANNER PASSES

John Wall, president of the Quality Canners of Canada, Windsor, Ontario, has the sympathy of his many friends in the trade in the loss of his wife, whose death occurred on January 6th, last.

Mrs. Wall was well known among the wholesale grocery trade throughout Canada, owing to the fact that she frequently accompanied her husband when on his yearly visits to the wholesale trade in all parts of the Dominion. She was particularly well known in the city of Toronto, where the family resided during Mr John Wall's association with the Canadian Canners Limited as their general manager, and she also had a large circle of friends at Hamilton where the family formerly resided during Mr. Wall's connection both with the Dominion Canners and the British Canadian Canners.

Mrs. Wall was born and educated at Cardiff, Wales, where her relatives still reside, and since the commencement of the war her five brothers have been on active service at the various fronts.

Besides her husband, Mrs. Wall is survived by four young children, three daughters and one son.

HON. NAPOLEON SEGUIN BECOMES CABINET MINISTER

Montreal Grocer Gets Legislative Honors

Hon. Napoleon Seguin, member of the Quebec Legislature from St. Mary's division, Montreal, has joined the Cabinet as minister without portfolio.

The Hon. Napoleon Seguin, who has had both municipal and legislative honors, was born at Rigaud, Que., on Dec. 15th, 1865. He was educated at Rigaud College, where he prepared for business life by taking the commercial course. Twenty years ago he established his present business in St. Mary's ward, Montreal. He is engaged in trade as a retail grocer and provision merchant. Mr. Seguin was elected as an alderman to represent them in the city council. Later he went to the Provincial Legislature as member.

BELGIAN BUYING COMMISSION

Canadian exporters will be interested to learn that a co-operative society named "Comptoir national pour la reprise de l'activite economique en Belgique" has been organized in Belgium for the purpose of making purchases of raw materials and working-stocks of all kinds to provide for the necessities of Belgian manufacturers and consumers.

This company is working under the control and with the financial guarantee of the Belgian Government.

HAROLD B. BRAY HAS GONE

Harold B. Bray died in Sherbrooke recently following an operation. Mr. Bray was the sole proprietor of Bray Bros. and established his business 28 years ago, and his connection in Sherbrooke covered a period of 44 years. A close student of business, he applied himself to the development of his venture in Sherbrooke constantly, and the business left, and recently acquired by Bray Bros. Reg'd, under the proprietorship of J. E. W. Levesque, had been brought to a point of considerable efficiency among the retail concerns of the city.

LESTER W. PACKARD DEAD

Lester W. Packard died in Montreal on Sunday last after a brief illness of only four days, having contracted pneumonia. The late Mr. Packard was a son of Edward Packard, president of L. H. Packard and Co., Ltd., Montreal. For many years he had been actively identified with this company and at the time of his death was a department manager. He leaves to mourn his loss a wife and two small children.

MONTREAL PRODUCE MEN HOLD ANNUAL MEETING

At the annual meeting of the Montreal Produce Merchants' Association at the Board of Trade yesterday. E. H. Hodgson was re-elected president for the ensuing year, with the following officers, most of whom were re-elected: Vice-president, Arthur Vaillancourt; treasurer, A. A. McKergow; executive committee, Albert Ayer, R. M. Ballantyne, Robert Graham and C. M. Thacker; arbitration committee, Harper Gray, Clinton Henderson, Thos. Hodge, A. Limoges and George C. Silcock; transportation committee, A. J. Ayer, Jas. Ballantyne, R. M. Ballantyne, E. Denning, H. R. Gray, Richard Gray, Thos. G. Hodge and C. M. Thacker.

The president, E. H. Hodgson, was unanimously chosen as the association's nominee for election to the council of the Board of Trade.

At the opening of the meeting the president, Mr. Hodgson, presented his report of the affairs of the association for the past year, including a report on railway matters by T. G. Hodge, chairman of the transportation committee. The treasurer's report, submitted by J. Arthur Vaillancourt, showed the association to be in a satisfactory financial condition.

New Goods Department

The MacGregor Specialty Co. have made a change from their former methods and are now advertising two varieties of Cooker Brand Package Peas —the First in the Petit Pois Grade, the other Marrowfat Peas—these are packed 3 dozen to the case, and the producers

claim that they have a maximum of nutrition at a minimum of cost. They will be marketed in Canada by Maclure & Langley Ltd., of Toronto, Montreal and Winnipeg.

NEW CEREAL MARKETED

"Big Six" is the name of a new cereal being marketed by the Big Six Cereal Co., Ltd., Montreal, Quebec. Among other claims made for this new product, the makers state that it is economical because of the retention of the whole of the six grains of which it is made. These

are: wheat, oats, barley, rye, millet, and flax. The manufacturers state that through a special process these are blended so as to make a food which retains the food values of all these grains.

BRANTFORD GROCERS AND BUTCHERS' ASSOCIATION HOLDS ANNUAL MEETING

The Brantford Grocers' and Butchers' Association, Brantford, Ont., met in the Board of Trade rooms, Jan. 16th for the annual election of officers and transaction of general business. The reports of the various committees were submitted and passed, showing a most prosperous year.

The following were elected officers for 1919—President, E. Cutmore; vice-president, A. E. Young; secretary, F. S. Blain; trustees, F. C. Harp, W. J. Mellen, G. N. Willits; executive, Jas. Willits, John F. McCann, R. Gowman, J. R. Fennell, H. S. Fennell, Art. Harp, Geo. M. Gress; entertainment, Art. Harp, R. Pierson, F. S. Hartley.

ED. CUTMORE,
Re-elected President of the Grocers' and Butchers' Association, Brantford, Ont.

Mr. Cutmore, who has been elected president of the Grocers' and Butchers' Association, Brantford, for the third consecutive term, was born in Brantford and has been actively connected with the trade for the past twenty years. Mr. Cutmore began business for himself, handling eggs and butter, but soon branched out into the wider field of the commission business. He established the Brantford Cold Storage Plant, of which he was president and manager for a number of years. For the past four years he has been carrying on the wholesale business of jobbing in groceries. He was also one of the pioneer organizers and stockholders in the Brantford Computing Scale Co., and is at present the president of this company.

The president and his associate officers expect 1919 to be the banner year for the grocery business in Brant County.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE milling situation has been clarified considerably as a result of the conference held in Ottawa late last week between the millers and Government officials. The present Government standard flour will continue to be the output of the mills for the immediate future at least and possibly until new crop wheat is available. The scale of prices ruling on bran and shorts will remain at unchanged levels, too, for the present.

Probably 70 per cent. of the mills are closed at the present time, and the date of their opening will be determined largely by the time of the removal of the embargo on export shipments overseas. This will not develop prior to the last half of February, it is thought. Present stocks of flour would, it is estimated, meet domestic requirements until probably the end of March. The situation in bran and shorts is different, however, some mills already being out of stock, and others being cleaned out rapidly. Stocks in the hands of retailers and farmers will, it is thought, preclude the possibility of shortage being immediately felt.

Bulk cereals show some little variation following the fluctuations of the grain markets, but the attitude of the trade generally seems to be to wait until the bulls and bears subside somewhat in their present raids on the exchanges.

MONTREAL—The advances of the week in grocery markets are several, and there is quite a firm tone for many lines. Increased prices have been made effective for grape juice, seidlitz powders, clay pipes, cucumbers, and various vegetables, while spy apples are higher. A firmer basis promises also for various nuts and for figs, while raisins coming to hand are steadily held.

As fully half a million cases of canned goods have been exported in the past few months, it is expected that the markets will rule rather firm here. Export space is not available at present for further shipments.

Sugar conditions are greatly improved, and supplies are now very much better. Flour is quiet, and some of the mills state that they are not operating to any extent at present.

The declines of the week are confined to caustic soda and wood alcohol.

TORONTO—Lower prices have been named by some manufacturers on peanut butter, the easier feeling in the nut market, with ample supplies forthcoming, being factors to bring about present recessions in value. Some of the cheaper grades of baking powder are also down, the decline amounting to about 10 per cent.; lower raw material costs have contributed to this downward movement, it is said.

Prices on cornmeal have declined slightly this week, following the lower prices named on the grain. The uncertainty of the markets, which seem to have no really definite basis to work on, is a factor which for the moment is resulting in little buying. Rolled oats is in a similar position, with some very low prices reported, but only buying for immediate requirements is being undertaken. When the European situation clears away somewhat, markets will, it is thought, steady down and reveal a firming tendency.

Lower prices have been recorded on fresh cuts of pork and cured meats following the easing away in the price of live hogs last week. Curtailed production, with a resulting increased overhead expense, will, it is thought, preclude the possibility of very substantial reductions. When export will be resumed is still unknown, but the trade is very hopeful. Indications would seem to be that once the markets of Europe open up with opportunities of getting supplies there, the present surplus may be very easily turned into a deficit.

Coffee is very firm, and a revision upward to a point more in line with the market seems the attitude roasters must take. It will mean advances of from 3c to 5c per pound. Orange marmalade has gone to higher levels, too, and another line of soap has moved upward. Some lines of cigars are up. Business is very fair, retailers buying quite freely for their immediate requirements.

QUEBEC MARKETS

MONTREAL, January 22.—The market conditions are on the quiet side and price changes are mostly of an advancing nature. Some new goods are now arriving from the States and stocks are in good shape.

Grape Juice Higher; Powders; Clay Pipes

Montreal.

VARIOUS LINES.—Grape juice of the Welch variety has been revised here and the change indicates an advance. The following prices are quoted: Cases of "fountain" size, 8 in case, per case, $6.25; quarts in cases of 1 doz., $5.75 per case; pints, 2 doz. in case, $6.25, and cases of 6 doz. 4 oz. bottles, per case, $6.50 to $6.90. Clay pipes are advanced in one quarter from $2.10 per box of 200 to $2.25. Seidlitz powders of McGale's make are also higher from $3 to $3.25 per case.

Caustic is Down; Also Wood Alcohol

Montreal.

CAUSTIC, WOOD ALCOHOL.—Declines have been made for caustic soda in broken lots. The price quoted here now is $8.25 per 100 pounds. Royal spirits, or wood alcohol is also lower, the price of $2 per gallon superseding one of $2.40.

Sugar Much Freer; Prices the Same

Montreal.

SUGAR.—The refined market is much improved, so much so that the refiners are now out to deliver on a much more extensive basis. They are filling many orders, and with a much better delivery of the raws it is expected that trade in sugar should be much improved through jobbing and retail channels. The market is steady and prices are held unchanged.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Half a Million Cases Canned Goods Exported

Montreal.

CANNED GOODS.—With export in canned goods decidedly heavy for some months past the supplies in canners' hands have been greatly reduced. Whatever the stocks may be as held by jobbers and retailers, it is evident that, with half a million cases of tomatoes, peas, beans, apples, etc. sent to Europe, there has been larger export than some have anticipated. There will be more as soon as shipping is available, claim the packers. Thus the situation would appear to remain steady and firm here. The conditions at present are quiet but the basis is steady and quite firm.

"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 15
Do., ½s, flat	1 20	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 65	2 75
Pale, ½-lb., doz.		1 37½
Pinks, ½-lb., doz.		1 62½

EUROPE NOW BUYING NUTS FIRMS MARKET

Reports just received and which CANADIAN GROCER has been acquainted with this week indicate a further firming of the nut markets. This applies to walnuts in particular, and to all imported European nuts. The various countries on the other side of the Atlantic have again come into the market and are buying at the high prices prevailing in Spain and France, such quantities as they can get. With embargoes emplaced against these nuts in many cases the outlook for early replenishment of depleted stocks here is not at all encouraging. One big exporter, in writing to a Montreal importer, says: "Market abroad, due to lifting of restrictions on imports into several countries, is very excited and advancing, and every indication points to further advances."

To-day, quotations made at Bordeaux for walnuts are over 80c per pound, freight and costs figured Montreal.

The only line that has been easy of late has been that of peanuts, and these are again firmer. The outlook is firm and reports from Europe on Spanish and French Halves walnuts show increases of 6c per pound.

Cohoes, 1-lb. talls		4 35
Cohoes, 1-lb. flats		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines—Canadian brands (as to quality), case	9 50	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, dz., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crab meat (Jap.), ½'s (cs 4 doz.)		5 00
Crabs, No. 1 (cs 4 doz.)		6 75
Canned Vegetables and Fruits		
Asparagus (Amer.) mammoth green, doz.		1 00
Tomatoes, 1s		0 95
Tomatoes, 2s		1 25
Tomatoes, 3s	1 85	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ½ gal. tins		4 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls. 50 gals.), gal.		2 50
Olives (in bls. 49 wine gals.), gal.		1 35
Olives, Queen, gal.		1 45

Molasses Selling; Syrups Are Held

Montreal.

MOLASSES.—There is a steady and firm undertone to the molasses market and jobbers are selling fair quantities. The supplies are ample for all needs of this district and it is improbable, say the importers, that there will be much, if any, recession, from present prices. The new crop, some think, will not begin to move for several months, supplies here being sufficient to carry the trade along for awhile. The basis being fixed for raw sugars, it is not expected that there will be any inclination of the producers to part with their supplies for any less money than the prices of to-day.

Syrups are steady and without change.

Corn Syrup—	
Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 08
Barrels	1 11
Half barrels	1 13

For outside territories prices range about 3c lower.

Some Rice Moving; Prices Remain Steady

Montreal.

RICE.—There is a steady trade for various grades of rice and the supplies are quite large. In view of the fact that the restrictions against import and export in various Far East countries are tight, however, it is pointed out that there cannot be much likelihood of declines being effected of a material nature.

Ice Drips—Japan (per 100 lbs.)		11 25
Carolina	12 50	16 50
Siam, No. 2	9 00	9 75
Siam (fancy)	10 50	11 00
Rangoon "B"	8 75	9 25
Rangoon CC	8 75	8 85
Mandarin		10 00

Pakling	8 40	8 50
Tapioca, per lb. (seed)	0 13	0 14
Tapioca (Pearl)	0 13	0 14
Tapioca (flake)	....	0 12½

Nuts May Advance; Are Stocks Low?

Montreal.

NUTS.—As pointed out last week, the nut markets were in a firm position. This condition still obtains and the prices abroad have already advanced for walnuts. Drastic restrictions having been placed against export by the French and Spanish Governments, it is unlikely that supplies can be brought in here for some time. One importer stated to CANADIAN GROCER that the indications suggested that jobbers' stocks were very low and that supplies, generally, were limited in this country.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 40
Fancy splits, per lb.	....	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85-0	95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Figs Are Firming; Raisins Have Come

Montreal.

DRIED FRUITS.—Some raisins have arrived from the California packers. It is also reported that some of these supplies will not be accepted by the consignees. It it stated that, owing to the cancellation of the contracts that had been made last season, the importers here feel that they have no right to accept supplies now, and this is the reason given for the refusal of shipments. The jobber has more difficulty at this season of the year in turning this stock, and apparently some are undisposed to commit themselves for supplies that would last for many months to come. Figs are reported firmer in the United States. Some evaporated apples have been prepared for export, and prunes have been somewhat revised to lower levels in one quarter, but these prices are still within the range of quotations.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $5.50; 4-crown cluster, $6.50-$6.75; 5 crown, $7.50; 6 crown cluster, $7.00-$8.75.		
Muscatels, loose, 2-crown	....	0 14
Muscatels, loose, 3-crown, lb.	....	0 15
Malaga Raisins (5½-lb. bxs), 3 cr.	....	1 75
Do., 4 cr.	....	2 00
Do., 5 cr.	....	2 25
Do., 6 cr.	....	2 75
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Do., 12 oz.	0 11½	0 12½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	....	0 10¾
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50-8	64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
Prunes—		
Santa Clara	0 80-0 90-0	15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	....
100-120s	....	0 10½
Oregon, 30-40s	....	0 18
50-60s	....	0 18½
60-70s	....	0 17½
70-80s	....	0 16½

Beans Again Down; Blue Peas, Too

Montreal.

BEANS.—Whether it has been the reduction of prices or not, there seems to be greater movement of bean and pea stocks. Prices have again been revised downward and the undertone is easy. The market is rather nominal at present and the supplies being so large it is likely that the low basis will continue.

Beans—		
Canadian, hand-picked, bush.	5 50	5 70
British Columbia	6 00	6 60
Brown Beans	....	6 00
Japanese	6 50	7 00
Yellow Eyes	7 00	7 50
Rangoon beans, per bushel	6 00	6 50
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	4 00	4 50
Peas, split, new crop, per lb.	0 07	0 08
Peas (blue)	0 09	0 10
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffee is Held; Cocoa Unchanged

Montreal.

COFFEE, COCOA.—The coffee market, locally, has been steady and unchanged this week. The situation on spot coffees in Brazil is easier at the moment and there would seem to be a desire to take on business in some quarters on a more favorable basis. In the meantime the position here holds with considerable firmness. Cocoa is in heavy demand and basis is steady and firm.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Tea Orders Coming; Undertone Firm

Montreal.

TEAS.—The jobbers state that, while business has not yet developed in a large way, enquiries have come forward and some business is beginning to be placed. The undertone is firm and steady and the present basis is expected to hold for some time. Advances even are spoken of, but these may not come for a while.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Orange Pekoes	0 46	0 49

Spices Very Firm; Movement Slow

Montreal.

SPICES.—Although the movement of spices is reduced to a small compass for the immediate present, the basis of quotations is unchanged. The importers cannot replace stocks at present quotations, they state, and it is expected that the markets will hold for the immediate present, with the exception of coriander seed, celery seed, and one or two other small and unimportant lines.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 25
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Honey is Steady And Sells Well

Montreal.

HONEY, MAPLE PRODUCTS.—There is a very considerable sale for honey in its various forms and the same will be accelerated during the Lenten season, it is stated. Supplies are ample and the basis is steady and firm. Maple products are steady and firm, the basis being rather nominal under light supplies.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 60
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 27
30-lb pails		0 27
10-lb. pails		0 28
5-lb. pails		0 28
Honey—Buckwheat, tins or bbls.		0 23

Rolled Oats Easy; Cereal Market Lags

Montreal.

CEREALS.—The undertone for rolled oats and oatmeal is easier and standard and granulated oatmeal are being quoted at $5.10 to $5.50, and rolled oats at $4.40 to $4.60. There is very little movement and prices are inclined to follow a nominal course.

Self-raising flour		
3-lb. pkgs., doz.		2 90
6-lb. pkgs., doz.		5 70
Cornmeal, Gold Dust	5 40	6 00
Cornmeal	4 15	4 65
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 60	5 30
Barley (roasted)		7 50
Buckwheat flour, 98 lbs. (As to grade)	7 00	7 25
Cornflour, white	5 10	5 50
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 00	8 00
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	4 94	5 30 6 00
Oatmeal (standard-granulated and fine)	5 10	5 50
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 100 lbs.)	7 00	8 00
Rolled oats, 90-lb. bags	4 50	4 60
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	5 85	6 25
Tapioca flour, lb.	0 15	0 16

Flour Trade Quiet; Feed Oats Less

Montreal.

FLOUR AND FEED.—The recent emplacement of restrictions against the shipment of flour to Great Britain has been very effective in bringing about a very quiet condition as relating to actual business by the flour millers. There is practically no movement and many of the mills are closed, or partially so. No change has been made in feeds either, but feed oats are lower according to grade, 88c to 98c being quoted.

War Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track		11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers		11 25
Add 20c for delivery for small lots.		
Shorts, car lots on track		42 25
Bran, per ton, car lots on track		37 25
Crushed oats	55 00	65 00
Barley chop	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal		60 00
F.O.B. Ft. William		55 00
Feed oats, per bushel (as to grade)	0 88	0 98

Shorts and bran delivered in Montreal $1.00 per ton extra.

Cucumbers Higher; Sweet Potatoes Up

Montreal.

VEGETABLES.—Advances are effective for cucumbers, the same being quoted at $6 per dozen. Advances are also made for lettuce and sweet potatoes and for parsnips in bags. The markets are quiet.

Artichokes (bag)		2 25
Beans, new string (American) basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts		0 20
Brussels Sprouts (doz.)		1 00
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), bbl., 2½ to 3 doz.		8 00
Cabbage, bbl.		1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.		1 00
Celery, Boston (2 doz.)		3 75
Celery, California (6-7 doz.)	15 00	16 00
Horseradish, lb.		0 20
Lettuce, curly (doz.)	0 50	0 60
Lettuce (curly), box (3-4 doz.)		2 50
Lettuce, Boston, box		4 50
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 00
Basket (about 3½ lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		0 50
Parsnips, bag		1 50
Parsley (Canadian)		0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.		1 90
Potatoes (sweet), hamper	3 50	4 00
Romane		0 50
Spinach, box		1 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates		8 00
Watercress (Can.)		0 50

Spys Very High; Fruits Selling

Montreal.

FRUITS.—While there is no great feature in the fruit markets this week, the price basis is steady and firm. Apples are high and best Spys are bringing as high as $9.50 per barrel. Cranberries are still high in price.

Apples—		
Baldwins, No. 1	7 00	8 00
Blenheims	5 00	5 50
Wealthy (in bbls.), No. 1		7 50
Do., Do., No. 2		6 00
Greenings	7 00	8 00
McIntosh Reds (best)	8 50	9 50
Gravensteins, No. 1	4 50	5 50
Fameuse, No. 1	8 00	8 50
Spys	7 50	9 50
Russets		7 00
Kings, No. 1		6 50
Do., No. 2		6 00
Wagners	5 75	6 50
Apples (in boxes)	3 50	3 75
Bananas (fancy large), bunch	4 50	
Cranberries, bbl.	18 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		11 00
Do., (med.)		10 00
Tokays	3 00	4 75
Malagas		2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico)		4 50
Lemons (fancy new Malagas)		6 00
Lemons (California)	6 00	8 00
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico		5 00
Oranges, Florida		5 50
Oranges (Calif. (200 size)		8 00
Oranges, Calif. (100-126)		6 00
Oranges (Mexican)		6 00

ONTARIO MARKETS

TORONTO, Jan. 22.—Lower prices have been named on some of the cheaper grades of baking powder, the decline amounting to about 30c a dozen. A somewhat easier feeling is noticeable in some lines of cereals, but with the daily fluctuations in the grain markets it is hard to determine what the market should be. An improvement in the demand for tea is reported, and stocks of desirable teas are becoming materially reduced. The tone to the market is much better. Business as a whole is fairly good. This is a quiet season at best, and the feeling is general that a steady increase in the volume of business may be expected.

Sugar Coming In Good Quantities

Toronto.

SUGAR.—Supplies are coming along much better now and the situation is commencing to assume easier proportions as regards stocks. Manufacturers using sugars are getting under way quite extensively now, it is intimated, and are placing orders for a substantial tonnage. Movement through the retail trade is somewhat light as yet, but this is a condition general with most lines just at this season. Present indications seem to be that receipts will be maintained at a satisfactory level throughout the immediate future. No change in prices is recorded.

SUGAR.—There is a sufficient amount

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Peanut Butter Down; Baking Powder, Too

Toronto.

PEANUT BUTTER, OTHER LINES.—A lower scale of quotations has been put into effect on some lines of peanut butter. Prices now asked on McLaren's or Bowes' range as follows: No. 1 tumblers, case 3 dozen, $1.35 dozen; No. 2 tumblers, case 2 dozen, $1.80 dozen; No. 3 tumblers, case 2 dozen, $2.30 dozen; 24-lb. pails, 25c per pound.

Lower prices have been named on some of the cheaper grades of baking powder,

it is indicated, the decline amounting to about 30c per dozen from former price of $3.00. This decline is said to be the result of some slight revisions in costs of raw materials.

Peg-Top cigars are higher by about $2.50 per M. in new list issued by the manufacturers early in the week. Lilac Rose glycerine soap, per case of 50 cakes, has advanced to $5.50 case, or $1.35 per dozen in smaller quantities.

Molasses Unchanged; Syrups Holding

Toronto.

MOLASSES, SYRUPS.—The market on molasses rules without change this week. Supplies, it is indicated, may be expected to come along in sufficient volume to take care of the requirements of the trade.

Syrups have shown no signs of any immediate revision in price. Stocks are very good and whereas the demand is only fair, manufacturers are well satisfied with outlook.

Corn Syrups—		
case		5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 10-lb. tins, white, ½ doz. in		
Cases, 5-lb. tins, white, 1 doz. in case		5 90
case		5 10
Cases, 2-lb. tins, white, 2 doz. in case		5 30
Barrels, per lb.		0 07¼
Cases, 2-lb. tins, yellow, 2 doz. in case		4 80
Cases, 5-lb. tins, yellow, 1 doz. in case		5 40
Cases, 10-lb. tins, yellow, ½ doz. in		
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	5 50
Tins, 3-lb., baking grade, case of 2 doz.	....	7 40
Tins, 5-lb., baking grade, case of 1 doz.	....	....
Tins, 10-lb., baking grade, case of ⅞ doz.	....	....
West Indies, 1½s, 48s	....	6 95

Canned Goods Show Little Change

Toronto.

CANNED GOODS.—Canned goods rule at unchanged levels with a fair amount of business passing. Wholesalers report that whale steak is selling fairly well, some of the business coming in being repeat orders. This is a line of canned fish, 1s flats selling at 20c, which is considered excellent value.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Choice Apricots Quoted at 23c

Toronto.

DRIED FRUITS.—A price of 23c per pound for choice apricots, 25s, is being quoted in some quarters. Apart from this there is little new to report in the situation on dried fruits. The allotment of prunes made by some of the packers is being forwarded to buyers here and stocks will be improved to that extent on their arrival. No movement of evaporated apples to the seaboard is yet reported, these first having to undergo inspection by British Ministry of Food officials. Until the shipping situation is somewhat improved it is not thought delivery will be taken by the buyers. Sun Maid Thompson's seedless raisins, packed 48s, full 1-lb. packages, are being quoted at 15c per pound.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American		
Lemon	....	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s	....	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 14	0 16
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 15	0 16
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Tea Movement Shows Improvement

Toronto.

TEA.—A much better inquiry is noted for teas and sales are not so difficult to complete. Indications are that it is increasingly difficult to get a good selection of teas. It is stated that the bulk of the shipments, which it was expected would develop for Holland from American ports, have been held up owing to the failure of the Dutch Trust, which issues permits to import, to grant necessary licenses as yet. Prices remain at unchanged levels.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Firm; May Go Higher

Toronto.

COFFEE—The coffee market is holding at firm levels at primary points, and similar conditions prevail here. It is understood that roasters are gradually working prices locally up to a point where they will be in line with present market value. That will mean a general increase ranging from 3c to 5c per pound. A very good demand is in evidence.

Primary points reveal a very strong situation in cocoa and present indications are that the basis now existing may have to be revised upward.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spices Steady; Peppers Firming

Toronto.

SPICES.—The market as a whole can be termed quite steady. Cloves show a somewhat easier tendency. White peppers show a much firmer feeling than has prevailed for some time past. Other lines are holding at unchanged figures, as shown herewith:

	Per lb.	
Allspice	0 18	0 25

Cassia	0 35	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 60	0 80
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 10	0 70
Pastry	0 28	0 10
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 11
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 10	0 15
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 80
Tumeric		0 30
Cream of Tartar		
French, pure	0 90	0 98
American high test	....	....
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.		6 75
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.	....	3 25

New Developments Lacking in Nuts

Toronto.

NUTS.—There have been no new developments of particular interest recorded in the situation on nuts. Locally prices are very well maintained, with filberts showing a little advancing tendency. Primary points reveal generally firm and steady markets. Prices ruling locally are given as follows:

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 20	0 22
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 20	0 25
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 80-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Some Shading of Bean Prices

Toronto.

BEANS.—There is a tendency to shade the price slightly on some lines of beans, Rangoons this week being quoted at $5.70 per bushel in single bushel lots. Limas are down another cent to 16c per pound in some quarters. There is only a fair movement reported.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	....	7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotenashi, per bush.	....	7 00
Rangoons, per bushel	5 70	6 00
Limas, per pound	0 16	0 18

Rice Situation Fairly Steady

Toronto.

RICE.—A fairly steady situation prevails in regard to rices. The XX China has come in for some cutting by interests wanting to move stock to make room for other lines arriving. Prices as low as 8c have been mentioned, and 8¾c is another figure quoted, but the market is really about 9½c per pound. There seems little variation in other grades, which range as follows:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	

Package Goods Well Maintained

Toronto.

PACKAGE GOODS.—As a whole package goods are very well maintained. The grain markets, which ultimately effect cereals, are so uncertain in their shifting up and down that manufacturers generally are awaiting the time when a clearer vision of the future is possible before revising their quotations. Business is just a little quiet at the present time. Big Six in 18s is being quoted to the trade at $3.60.

Honey Inactive; Maple Syrup, Too

Toronto.

HONEY, MAPLE SYRUP.—Inactivity is the main ruling feature of the market on honey. There seems to be very little buying interest shown in this line. Quotations are without change.

Similar conditions generally apply on maple syrup. Stocks are none too plentiful, but there is little demand.

Oranges Easier; Grape Fruit Firm

Toronto.

ORANGES, FRUITS.—The situation in oranges is somewhat easier and this is reflected in a recession from figures established last week. Damage to the crop in California is not as severe as at first thought, although some districts suffered quite a good deal, and others not at all. Supplies are coming along freely to meet the demands of the trade, which are not very heavy just now. Grape fruit are holding at firm levels and are in moderate supply. No change in the banana situation is expected, although the price of 5½c per pound now seems quite general. With improved shipping facilities developing supplies are expected to be somewhat freer. Lemons seem to have suffered to quite an extent by the freeze in California, and this may result in firming prices somewhat.

Apples			
Do., B.C., McIntosh Reds, box			3 00
Do., B.C. Jonathans, box	3 00		3 25
Do., Rome Beauty, box	3 25		3 50
Do., Winesaps, box			3 25
Do., Spys, box	2 50		3 25
Do., Greenings, box	2 15		2 25
Do., Baldwins, box	2 15		2 25
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	7 00	6 50	
Baldwins	7 00	6 50	5 00
Spys	7.50-8.00	6.50-7.00	5.00-5.50
Bananas, per lb.			0 05½
Grapes—			
Do., Malagas, bbl.	13 00		15 00
Grapefruit—			
Florida, 46s	5 00		5 50
Do., 54s, 64s	5 00		6 00
Do., 70s, 80s, 96s, 126s	5 25		6 00
Oranges—			
California navels, 100s			5 00
Do., 126s	5 50		6 00
Do., 150s			6 00
Do., 176s			6 50
Do., 200s, 216s, 250s			7 00
Florida Tangerines, all sizes, ½ box	1 25		4 75
Lemons, Cal., case	4 25		5 00

Cal. Cauliflower in; Celery, Lettuce Here

Toronto.

VEGETABLES.—A car of California cauliflower has reached the city. Price is high and indications seem to point to continued high prices for some little time. It is said there is no great quantity to come, the crop being affected somewhat by recent freeze. Arrivals of California celery and lettuce are also reported. Prices on the celery are high and it is thought few, if any, further arrivals will come before next month. Lettuce is selling freely, although along with all lines from California, it seems to have been touched by the frost. A little more interest is being shown in onions, and with much of the poorer stock off the market, prices may firm up slightly. Little interest is shown in potatoes, and some shading of prices is reported, quotations as low as $1.25 per bag being made, it is said.

Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	2 75	3 00
Carrots, bag	0 75	1 00
Cauliflower, California, 12s, case		4 50
Celery		
Do., California, 1½-5 doz. to case, case		12 50
Do., Do., 5½-6 doz. to case, case		13 00
Do., Do., 6½-7 doz. to case, case		13 50
Cucumbers, doz.		4 00
Endives, dozen		0 85
Lettuce, head		
Do., Do., Florida, large hampers		6 50
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green Shallots, doz.		1 00
Parsley, jumbo bunches, doz.		0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen		1 00
Potatoes, sweet kiln dried, hamper		3 25
Potatoes, Ontario, bag		1 50
Do., N.B. Delawares, bag		1 85
Spinach, Louisiana, bush. hamp's		3 00
Turnips, bag		0 75

Little Doing Now in Flour

Toronto.

FLOUR.—The meeting of the millers with Government officials clarified the situation somewhat in regard to flour, in that it was decided to maintain the Government standard grade for the present. It is estimated that perhaps 70 per cent. of the mills are now closed, owing to lack of export shipment to take care of their capacity production. The earliest date at which a revival of overseas shipment is expected is the last half of February, and the stocks now in the hands of the millers will, it is thought, supply domestic requirements pretty well until the end of March.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl. $11 25

Mill Feeds Scarce; in Demand

Toronto.

MILL FEEDS.—The closing down of a majority of the mills has resulted in a cleaning up of available supplies of mill feeds. There are still some in the hands of some of the millers and it is estimated stocks in retailers' and farmers' hands will take care of most pressing requirements of the immediate future. However, with little or no milling being done, there are no feeds being produced and replacement of depleted stocks is not an immediate prospect either. Depend-

(Continued on page 42)

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

INCOME TAX FORMS MUST BE FILLED

Is it necessary to fill out Income Tax returns when the income is not large enough to be liable to tax? Thamesford, Ont.

Answer—Yes.

ACCOUNT COLLECTOR

Can you give me the name of a reliable account collector at Niagara Falls?—G. W. Smith, Sherkton, Ont.

Answer—Consult F. H. Upper, Niagara Falls, Ont.

RE THE CONSUMERS' ASSOCIATION, WINDSOR

There is an agent for the Windsor Consumers' Association here. Is he doing a lawful business, and can he do it without a license?—C. A. Maxwell, Sackville, N. B.

Answer—The Windsor Consumers' Association has had its license cancelled by the Canada Food Board, consequently no one can legally solicit business for this concern. Were the firm legally in business, with its license in good order, in our opinion, the representative would be covered by the firm's license.

COLLECTION IN LONDON, WINDSOR, WALKERVILLE—SODA FOUNTAINS

Can you name a reliable account collector in Windsor, Walkerville and London—Also the manufacturer of soda fountains? Would you consider the installing of a fountain good business in a grocery? Robert Kirby, Sarnia.

Answer—Account Collectors—The Border Cities' Retail Merchants' Association have established a very effective collection system. They could probably assist you in Windsor and Walkerville—write the secretary, Thomas Roy. For London, Ont. collections, address W. Forsythe, the Collection Bureau, Dominion Bank Bldg., London. Soda fountain equipment manufacturers—Fletcher Manufacturing Co., 29-41 Hayter St.; J. J. McLaughlin, Toronto and Edmonton; The Liquid Carbonic Company, 70 King St. W., Toronto.

As to the wisdom of installing such equipment; it is difficult to judge in the matter without a knowledge of all the conditions. We would judge it to be a good move as most moves are good that bring customers under the influence of the store.

BUSINESS PROFIT TAX

Will you give me the details of the Business Profit Tax—I noticed first regarding it in our item in CANADIAN GROCER Thomas Jones, Maple Lake, Ont.

Will you kindly give me all information re Business War Tax. The only item I saw concerning same, was in your Enquiry Department of Dec. 27, 1819.—H. Pushinsky, Shallow Lake.

Answer.—See article in this issue giving the salient points of the Business Profit Tax and the Income Tax.

ADDRESS OF FINANCE MINISTER

Give me forms, if any to be had, for financial statement of stock inventory, also give address of Finance Minister.—P. A. Barr, Gooderham, Ont.

Answer—We have no such forms available. The address of the Finance Minister is The Hon. Sir Thomas White, Dept. of Finance, Ottawa.

BOOKS ON WINDOW DRESSING

Can you give me the names of some books on window dressing, their cost and where they can be procured?—R. Boivin, St. Roch, Quebec.

Answer—The following are some useful books on window trimming:—"One Hundred Easy Window trims"—$1.00. "Show Window Backgrounds" (a new book on the subject)—$1.50. "The Art of Decorating Show Windows and Interiors"—$3,50. The books may be obtained from the Technical Book Dept. of the MacLean Publishing Co., Toronto, and the prices quoted are post paid.

MARKET FOR HIDES AND OTHER GOODS

Will you kindly inform me where I can find a market for calf hides, cow hides, horse hides, deerskins, old rubbers and car tires, wool, woolen rags, beef, pork, mutton, chicken, eggs, potatoes?—J. D. Giberson, Plaster Rock, N.B.

Answer With regard to your enquiry as to where you can dispose of certain products, we believe that you will find a market as follows:

Calf hides, cow hides, horse hides, deerskin: E. T. Carter & Co., Toronto; J. I. Goodhue & Co., Danville, Que.; C. S. Hyman & Co., London, Ont.; John Kimble & Son, St. John, N.B.; C. H. Peter Sons, St. John, N.B.; Francis Labreque, Quebec, Que; F. Canac Marquis, Quebec, Que.

Old rubbers and car tires: Canadian Consolidated Rubber Co., Montreal; Dunlop Tire & Rubber Goods Co. of Toronto; Rubber Regenerating Company of Canada, Montreal.

Wool: Dominion Fibre Co., Ont.; Dominion Woolstock Mills, Toronto; Otto Homouth, Preston, Ont.; B. Leckie & Co., Stratford; Montreal Woolstock Co., Montreal.

Woolen rags: J. N. Walker & Co., Montreal; H. J. Garson & Co., St. John, N.B.

Beef, pork, mutton, chickens and eggs; Wilford C. Day, Main St.; T. Collins & Co., North Market St.; Slocum and Ferris, City Market; A. F. Kierstead, Chesley St.; O. S. Dykeman, Simonds St.; A. L. Goodwin, Germain St., all of St. John, N.B. would be able to handle these goods for you or advise you as to a satisfactory market.

Potatoes: A. A. McKinnon Co., Wm. Patterson & Co., Toronto.

BRITISH GOVERNMENT RESUMES CERTAIN EXPORT AND IMPORT RESTRICTIONS

The British Government announces that a general license has been issued to permit the importation of any quantity of coffee and tobacco, manufactured or unmanufactured, including cigars and cigarettes.

On January 9 a general license will be issued for the exportation of the following goods, among others, to all non-European destinations: Adhesive containing no more than 25 per cent. starch or other cereal substance; mango chutney, tomato chutney, and tomato ketchup.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta, Jan. 22.—A car of Washington fresh eggs is expected this week and price will be around $25 a case. Local new laids are $21. Squirrel peanut butter took a decided drop of 40c a dozen on 1s. Slight advances are recorded on Cow brand soda, Holbrook's sauce and Goblin soap. Sockeye salmon ½s are quoted at $18.50 and $19. Standard peas, 2s, $3.40 and $3.50. Strawberries, 2s are $8.10 to $8.75. Local potatoes stiffening somewhat and are now quoted at from $33 to $36 a ton. Small lots of honey, mostly from Ontario are arriving. Shipment of American honey due soon.

Beans, small white, per cwt. ..	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	....	12 00
Beans, Calif. Lima, med.	....	0 15½
Beans, B.C.	....	10 50
Do., large	....	0 20
Flour, 98s, per bbl.	....	10 50
Rye flour, 49s, per bbl.	....	11 20
Cornmeal, 24s, per bbl.	....	11 00
Rolled oats, 80s	4 25	4 35
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	27 50	29 50
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	18 30
Eggs, new-laid, case	....	21 00
Eggs, No. 1 storage, case	....	17 00
Candied peel, lemon, lb.	....	0 34½
Do., orange, lb.	....	0 36½
Do., citron, lb.	....	0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	....	2 85
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 18
25s, lb.	....	0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	6 00	8 00
Oranges, Florida	....	....
Lemons, case	7 00	7 50
Grapefruit	5 50	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 22—Business is reported good for this time of year. Markets show little change though some lines have advanced somewhat. Coffee in staple lines has advanced from 2c to 10c a pound. Increased demand in Europe with better shipping facilities is given as reason. Chocolate nut bars, it is stated will again be on the market at 5c each despite a slight advance in chocolate and cocoa. Nut bars have dropped 10c on the dozen. Small white beans are much lower at $5.60 per bushel. Limas are down to 14c. Washington apples show a marked increase, being quoted from $2.90 to $3.00 per box.

Beans, small white Japans, bu.	....	5 60
Beans, Lima, per lb.	....	0 14
Flour, standard, 98s	....	5 45
Rolled oats, bails	....	4 35
Rice, Siam, cwt.	....	8 75
Sago, lb.	....	0 13
Tapioca, lb.	....	0 15
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1 Ontario, large	....	0 30
Butter, creamery	....	0 53
Lard, pure, 3s, per case	....	18 80
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 75
Eggs, storage	....	0 55
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	4 25
Corn, 2s, standard case	....	4 50
Peas, 2s, standard case	....	3 75
Apples, gal., Ontario	....	2 60
Apples, evaporated, per lb.	....	0 18
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
Potatoes, bushel	....	1 15
Apples, Washington, box	2 90	3 00
Pears, Washington, box	....	4 00
Grapefruit	6 00	8 00
Cranberries, bbl.	....	15 00
Florida oranges	....	6 50
California oranges	10 00	12 00
Pineapples	....	5 75
Cranberries, bbl.	....	15 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., January 22.—Changes this week all show a downward tendency. Mild weather and consequent greater production is marked by a sharp drop in eggs, fresh 65c, case 55c. American pork $57 to $62. Onions, $1.75 to $2. California oranges $6 to $8. Effort to lighten stocks leads to lower molasses prices. Beans are easier, white are quoted per bushel at $6 to $6.50. Large quantity hams and bacon ex wrecked Corinthian offering here 32c, but packing house quotations remain unchanged.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 65	3 75
Rice, Siam, per 100	9 00	9 10
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.	....	0 65
Eggs, case	....	0 55
Breakfast bacon	0 38	0 40
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	57 00	62 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	4 40
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 90
Peas, standard case	....	3 80
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	1 75	2 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	8 00
Oranges, Florida	7 50	8 00
Grapefruit, case	6 50	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

GENERAL WEEKLY MARKET REPORTS

(Continued from page 40)

ence will more largely have to be placed on oats and barley, which farmers can have chopped up at local mills.

The decision arrived at in regard to bran and shorts at the conference in Ottawa last week was that present basis of selling would be maintained.

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

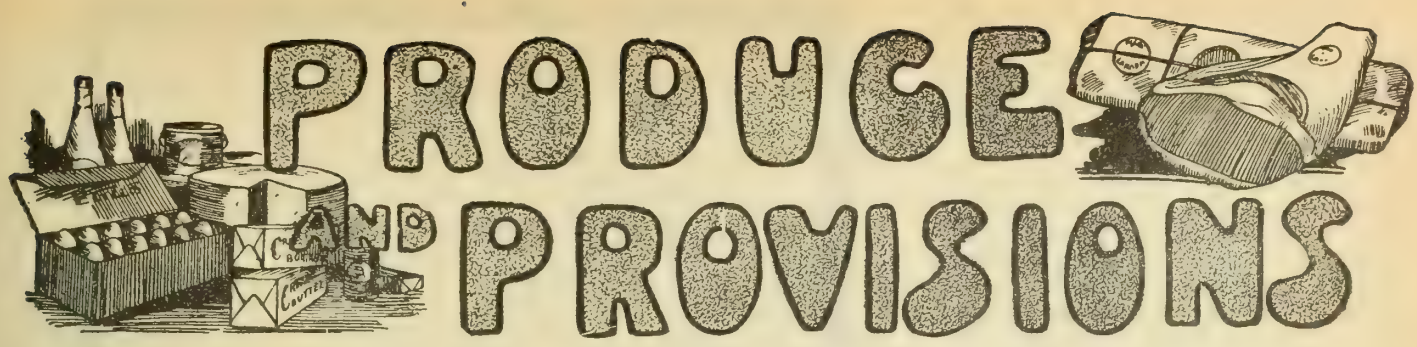
Cornmeal Lower; Markets Uncertain

Toronto.

CEREALS.—Prices on cornmeal have declined slightly this week, following the downward trend of the grain market. It is very hard to say just what the market is these days. The grain markets have sagged, then advanced and repeated the process until the trade is in a state of uncertainty as to what to expect. There is only a fair amount of business being done, immediate requirements only being contracted for. Split peas, 98s, are being quoted at $6.25 per bag in some quarters.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 75
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 85	5 25
Oat Flour	5 50	6 20
Potato Flour, lb.	....	0 18
Rolled Oats, 90s	4 40	4 75
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 06½	0 07¼
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.



Ask Preference for Canadian Bacon

Curtailment of British Business Would Cut Production of Packing Plants to a Quarter and be a Serious Blow to the Hog-raising Industry—British Market at the Worst Only Withdrawn for Few Weeks

THE situation in the packing industry, owing to the curtailment of British orders, remains very serious. Pressure is being brought to bear on the British Government in an endeavor to have them withdraw restrictions, or at least to maintain percentage of the former purchases. It depends now on whether the British Government can be brought to realize how serious an effect this sudden curtailment of business will have on this important industry, and as to whether any relief will be accorded. There is a feeling among the officials of some of the plants that some such action will be taken, but it is generally admitted that if the British Government does not assist in this way that the temporary closing of the packing plants, or a very large reduction in their output will have to be considered.

As the matter now stands, the British Government has on hand 15 to 20 weeks' supply of American bacon, a quality of bacon that does not find a ready market in Britain. To find it a market the Government is shutting off all purchases of Canadian bacon and prohibiting the exportation of Canadian bacon on domestic account until this surplus is consumed.

British Market Closed Against American as Well as Canadian Stocks

The daily newspaper statements that Herbert Hoover, the American food controller, was gathering in the business for American firms at the expense of the Canadian packers is lacking something of the truth. As a matter of fact the British market is closed against the American packer as firmly as against the Canadian. Indeed the stocks on hand that are causing the difficulty are entirely American stocks, held because they are a grade of goods not readily marketable on the British market. Canadian bacons have reached the British market and have been readily disposed of since the American stocks were purchased, and it is in a measure the unsaleability of these American goods, which are too highly cured and salty for the English trade, that is occasioning the difficulties. The British Government is taking the simple expedient of closing the market against more favored goods in order to force a sale.

European Business for U. S. Packers

While this is so, it is also unquestionably a fact that Herbert Hoover is doing big things for the American packers, but it is not in British business, but in general European business, notably French and Italian. This is a business that wants a fat, heavy bacon that is produced by the heavy hogs developed in the United States. It is the natural market for these products, but it is not the natural market for the finer product of the lighter hogs of the Canadian trade. As a result the Canadian trade must turn more or less definitely to the British trade.

Domestic Consumption Less Than Quarter

When it is realized that something less than a quarter of the pork products of the Canadian packing plants is used for domestic consumption, it will be realized how serious an item even the temporary cessation of this export business will be. It is not so much that the packing plants will lose on products they have in storage. That is a chance of business that they have probably discounted, but it will mean that unless some relief is accorded these plants will have to materially curtail their production. In any case it will mean that the hog producer will lose the largest market he has, and that hog prices will materially decline.

No Facilities For Storage

There are unquestionably comparatively heavy stocks already on hand, and bacon is a perishable product. It will not be possible to hold over these stocks for a reopening export business. Moreover, the Canadian packing plant is not equipped for storing stocks. They do business on a quick turnover basis, and plants are arranged for the shipment of products practically as soon as they are processed. It would not be possible therefore, even were the packers so disposed to continue production on the present plane, in the hope of finding a market later, to continue production at its present level if immediate export business were withdrawn.

If the worst should come, there will be in all probability a curtailment in the output of the pork department of the packing plants for perhaps two months. After that time, orders, it is expected, would be coming forward for delivery a month later.

Asking for Preference on British Trade

It is generally hoped, however, and fairly confidently believed, that this serious conditions of affairs will be averted. The Canadian Government is doing everything possible to remedy matters. That these are precautions that might possibly have been more effectively taken some time ago, is of no moment now. The important point is that these efforts are being made to have the British Government give preference to the Canadian packing concerns over American packers. If this is done it is generally conceded that there will be ample business available to maintain the industry at its present high pitch of activity. Possibly some slight curtailments will be necessary in order to move the surplus stocks at present on hand, but at least there would be enough to protect the industry from any serious setback. This is the course that is generally expected will ultimately prevail.

At present shipments of livestock are very heavy, producers are anxious to get their hogs to market before any decline takes place. This action is naturally having a somewhat disturbing effect on the market. The best course at the moment would, of course, be for the producer to await developments, and for the present discontinue shipments.

No Likelihood of Canadian Hogs Finding Market in U. S.

The fear that is expressed in the daily press that the $17.50 figure set in the United States would divert Canadian hogs across the line, is not particularly well founded. The set price runs out the end of January and a new price will be set by a convention meeting in Chicago at that time. It may be that this price may not be maintained. It is also more

than likely if it is so, and if Canadian prices should be lower, then restrictions would be immediately imposed on the import of Canadian hogs. The United States has a large production, and Mr. Hoover will be hard put to it to find a market for the American production.

While the daily press have been clamoring so loudly against the huge business being done by these concerns, they have neglected to notice that this large business has enabled the packer to keep prices anywhere within reason. The curtailment of this business could only have the effect of increasing the costs of production, and by so doing offset the advantage of lower hog prices and the possible advantage to the consumer of a domestic market over supplied. While it is possible that some declines may still result, as they have already resulted from this curtailment of export business, there is little likelihood of any marked declines. Production costs would merely have to be borne by one quarter of the normal production instead of the whole burden of business.

GROCER SHOULD SELL MUCH CODFISH NEXT WEEK

The Publicity Committee of the Canadian Fisheries Association has been very active in an effort to stimulate, this week and next, a greater consumption of codfish. Under the direction of J. A. Paulhus, chairman of this committee, a great deal of consumer advertising has geen arranged for and wide publicity is being given the advantages of this fish as an article of diet. Posters and other varied advertising matter have been arranged for distribution in Montreal, Quebec, Sherbrooke, Ottawa, Toronto and other points, and there are many reasons why the campaign should be successful.

Many Varieties There

From the grocer's standpoint, he should be a logical distributor of fish of this nature. For, with the same available in frozen, fresh, salted, dried, boneless and prepared forms, there is a variety which enables the grocer to offer his patrons that particular choice they may feel inclined to make.

Care should be exercised to make the stock of fish as attractive as possible and there ought to be no difficulty in this respect. When a case of fish is received open it and have a glass cover arranged fit the box. This may be placed near the front of the store, in case of the prepared, boneless, dried or salted varieties and it is sure to meet with a big sale. The idea is to keep it attractive and wholesome-looking. Display is so essential that its importance cannot be too much emphasized.

Production 200,000,000 Lbs.

The immense total production of 200,000,000 pounds of codfish annually serves to indicate how great a business it is possible to develop from this one line of fish alone. The greater part of this huge total is shipped to the United States. Canada could consume much more and when the food value is considered for the moderate outlay required, it is unfortunate that more of this fish is not now consumed. Most of the supply goes to the Southern United States market in dried form.

The average price of codfish to-day, as so generally advertised in many parts of the country, is around ten cents per pound. At this price the grocer may make a fair margin of profit and if his selling effort is hooked up with that already undertaken in the press, there ought to be a great deal of larger business for this one line. For game and meat are very high in price, and an alternate diet in any case will result in benefit to the consumer.

Are you getting all the fish business possible? Some are selling more fish every week and the grocer can handle this to advantage and make a reasonably good profit.

Prices Without Frills On!

Our prices are plainly marked down. We don't ask you to purchase other goods to enable you to buy our specials.

GROCERIES

Flour — Royal Standard, Five Roses, Robin Hood. 49-lb. sack $2.85
Why buy unknown brands?

Cream—Maple Leaf, Pacific, Sylvan Glen. Large tins 10c
Buttercup, 3 tins 25c

Rye Flour, 10 lbs. 70c
Laundry Soap, pkt. of 6 bars 19c
Jams—In Strawberry, Raspberry, Apricot, Black Currant. Guaranteed pure; 2-lb. tins 35c
Blue Ribbon Tea, per lb. 51c
New Zealand Butter—Just received a fresh shipment. Per lb. 54c

Mince Meat, home made, per lb. 16c

MEATS

Brisket Point Boiling Beef, per lb. 20½c

T-Bone Steak, per lb. 34½c
Wing Ribbed Roast, per lb. 27½c
Thin Bone Sirloin Roast, per lb. 28½c
Small Veal Roast, per lb. 28½c
Veal Steaks, per lb. 27½c
Small Hearts, per lb. 15c
Chuck Rib Roast, per lb. 25½c
Small Veal Roast, per lb. 28½c

Sirloin Steak, per lb. 33½c

Calladines The MONEY SAVERS.

Canada Food Board License No. 8-7559
License No. 8-5 39

Fresh Meat Sold at Stores Marked Thus*

ECONOMY THROUGHOUT
1588 Commercial Drive
2020 Granville Street
2345 Main Street
Corner Keefer and Victoria Drive
823 Granville Street
25th Ave. and Main St.
2169 4th Avenue West
52 Lonsdale Ave., N. Van.
New Westminster, two stores

An effective type of meat and grocery advertising used by a Vancouver, B.C., firm.

TRADE COMMISSIONER TO FOSTER EXPORT MEAT TRADE

The prohibition on the export of bacon to the British Isles has aroused the Canadian Government to the very serious possibilities of any such curtailment, and while it is hoped that something may yet be done to change the attitude of the British Government in this matter, it was decided at a meeting of the representatives of the packing interests and the Government held in Ottawa on Monday that it was imperative that Canada should have a commissioner overseas to look after Canadian interests in securing such business as may be available.

This commissioner will be charged with the task of making it very plain to the British Government how imperative it is for the Canadian industry that this market be left open to Canadian trade, and to look after Canadian interests in the event of any change occurring in the conditions that caused the temporary embargo.

The choice, it is understood, lies between J. H. Grisdale, Acting Deputy Minister of Agriculture, and H. B. Thomson, Food Controller, and a member of the Canadian Trade Commission.

The serious situation with which the packing industry is faced at the moment has drawn forcibly to their attention the necessity of finding an opening for their products on the European market proper. In part this will also be the work of the commissioner to be appointed.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 21.—Provision markets have undergone much revision this week, following the conditions reported last week as obtaining on pork and pork products. There have been a number of declines on pork, live and dressed, and on the various kindred dressed and cured meats. Lard is lower and margarine a little quieter this week. There has been no change in shortening. Butter has firmed again to the extent of a cent per pound. Cheese, too, is very firm and has advanced. New-laid eggs are much lower, and storage higher in price. Storage poultry is firmer, and activity is reported. Fish markets are somewhat easier, and the conditions a bit unsettled.

Hog Products Down; Calves Are High

Montreal.

FRESH MEATS.—Hogs and hog products have reflected the effects of the news regarding export of these lines, and the markets are much easier. Live hogs are quoted as low as $17.50, although most sales were made at $17.75 early in the week. Dressed are selling at $22 to $25.50, according to the weight and quality. Fresh meats are ruling at a fairer range in price, and business is generally good.

FRESH MEATS

Hogs, Dressed—		
Abattoir killed, small	$25 00	$25 50
Sows	21 50	22 00
Hogs (country dressed)	22 50	23 00
Hogs, live	17 50	17 75
Fresh Pork—		
Leg of pork	0 32	....
Loins	0 36½	0 37
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	....
Trimmed shoulders	....	0 27½
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 22 $0 28 .Hind quarters	$0 20	$0 25
0 14 0 18 .Front quarters	0 14	0 16
0 28 0 35 .... Loins	0 25	0 28
0 20 0 26 ..... Ribs	0 20	0 24
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 27	0 26
Lambs—fresh killed	0 26	0 28
Do., frozen	0 26	0 27
Sheep	....	0 20

Bacon Easier; Salt, Cured Meats

Montreal.

CURED MEATS.—Bacon has been reduced in price, and according to the quality is selling at 40 to 45c per pound. Dry salt meats and various cured meats are also revised downward in accordance with the general tendencies for these lines. Barrel pork is lower in the various varieties.

CURED MEATS

Hams—		
Medium, smoked, per lb. (Weights) 10-16 lbs.		0 36
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 40	0 45
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 28	0 28½
Long clear bacon, small lots	0 28½	0 29
Fat backs, lb.	0 29½	0 30
Barrel Pork—		
Canadian short cut (bbl.)		$54 00
Clear fat backs (bbl.)		58 00
Short cut clear pork (bbl.)	52 00	54 00
Heavy mess pork (bbl.)		51 00
Bean pork (bbl.)		49 00

Head Cheese 14c; Roast Ham Lower

Montreal.

COOKED MEATS.—More favorable prices are available this week on cooked meats, and this applies to headcheese and to hams and shoulders, roasted. The tendencies are easier, of course, with the lower markets obtaining for pork products, and prices as found below will represent the conditions as to price in this market.

COOKED MEATS

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 48
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 51 0 55
Shoulders, roast	0 46 0 50
Shoulders, boiled	0 44

Lard Less by ½c; Supply is Light

Montreal.

LARD.—While there has been a reduction in the quotations for lard, this is purely in sympathy with the hog markets. The supplies are in no wise heavy, these being really on the light side. Seasonable demand is characteristic in this this market:

Lard, pure—		
Tierces, 400 lbs., per lb.	0 29	0 29½
Tubs, 50 lbs.	0 29¼	0 29½
Pails, 20 lbs., per lb.	0 29½	0 29¾
Bricks, 1 lb., per lb.	0 30½	0 30¾

No Change in Shortening; Some Sale

Montreal.

SHORTENING.—While there is a fair amount of business at steady and unchanged prices, the volume of trade is not excessive. Stocks are ample for the requirements of the trade here and in the country.

Shortening—		
Tierces, 400 lbs., per lb.	0 25½	0 25¼
Tubs, 50 lbs.	0 25¾	0 26
Pails, 20 lbs., per lb.	0 26	0 26¼
Bricks, 1 lb., per lb.	0 27	0 28¼

Margarine Holds; Sale is Fair

Montreal.

MARGARINE.—There is little new in this commodity here. Cold weather appears to be best suited to a stimulated demand on this product and the weather conditions have been anything but satisfactory. Sales are made on an unchanged basis.

Margarine		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.	....	0 30

Butter Moves Up; In Steady Demand

Montreal.

BUTTER.—The butter market has firmed and best creamery is up one cent per pound. There has been a steady market and the consumption continues on a fairly heavy basis. There is little indication of prices ruling easier at present.

Butter		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Cheese Goes Up; Is Very Active

Montreal.

CHEESE.—Advances of from ½c to 2c per pound have been made for cheese, according to the grade and size. There is a very active demand locally and the trade is seasonably excellent. With so heavy an export all season there is naturally no great amount left at this point, and the market is therefore likely to rule high under the present activity.

Cheese—	
Large, per lb.	$0 28½
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

New Laids Down; Storage Eggs Up

Montreal

EGGS.—The feature this week is that of an advance for storage eggs and of a decline for new-laids. The latter are much easier to obtain and declines may be looked for still, if weather conditions remain so favorable. The Chicago market has been much more favorable, but it is not possible as yet to import and pay charges from there and sell at the quotations now made. Demand is good.

New-laids	0 68	0 70
Selects	0 57	0 58
No. 1	0 53	0 54

Broilers Up 5c; Poultry Scarcer

Montreal.

POULTRY.—While there is a very active demand for storage poultry, the receipts from the country are much lighter, supplies coming to hand last

week being decidedly small. Broilers have gone up 5c per pound, and also ducks, while a revision has been made in grading fowls. The range of quotations for turkeys has narrowed somewhat.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Fresh Cod Less; Herrings Also

Montreal.

FISH.—Lower prices obtain for cod and also for herrings. Pike are steady and firm, for supplies are not so large as in the fishing season. Herrings, pickled, are down to $13 per barrel. Stocks are in good shape generally, although tom cods and smelts are scarce. Trade in oysters, prawns, lobsters, and scallops is quiet.

FRESH FISH

Haddock	0 10	0 12
Steak Cod	0 11	0 13
Market Cod	0 08½	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 70	0 75

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large		0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 07½	0 08

SALTED FISH

Codfish—	
Codfish, large brl., 200 lbs.	$22 00
Codfish, No. 1, medium, brl., 200 lbs.	21 00
Codfish, No. 2, 200 lb. barrel	19 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes) lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Pickled Fish—	
Herrings (Scotia) barrel	13 00
Oysters—	
Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 2 60
Can No. 3 (Solids)	7 25 7 50
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
Sundries—	
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75

ONTARIO MARKETS

TORONTO, January 22.—Lower prices have been reached on fresh cuts of pork, hams and bacon as a result of the downward trend on live hogs which developed last week. A measure of uncertainty still hovers over the operations of the packers inasmuch as what export there may be is still unknown. Lard is ruling quite steadily, and shortening records no change. Cheese is very firm, and storage eggs are in a similar position, with supplies of both items short. Butter is moving out freely, and the market is well maintained. Business is generally considered good.

Marking Time Now Buyers' Attitude

Toronto.

FRESH MEATS.—Throughout the trade a "wait and see" attitude has been forced on the buyers through the uncertainty governing the markets overseas for the various products. Indications seem to be that the price of hogs may sag to $16.00 per cwt., fed and watered basis, and some reductions in the prices of cattle developed early in the week. Negotiations are under way to see what may be expected in the development of export business for surplus production and until some news is forthcoming as to the success or otherwise of these negotiations there will be comparative quiet ruling.

Fresh pork shows some slight reductions in line with the lower basis on hogs, quotations for the week being shown below. There is little change in beef. The demand from the retail trade is very fair, though only immediate requirements are being contracted for.

FRESH MEATS

Hogs—	
Dressed, 70-100 lbs., per cwt.	$25 00
Live, off cars, per cwt.	
Live, fed and watered, per cwt.	
Live, f.o.b., per cwt.	

Fresh Pork—		
Leg of pork	0 31	0 35
Loins of pork, lb.	0 36	0 37
Tenderloins, lb.	0 40	0 41
Spare Ribs, lb.		0 20
Picnics, lb.	0 23	0 24
New York shoulders, lb.	0 25	0 26
Montreal shoulders, lb.	0 26	0 27
Boston butts, lb.		0 32
Fresh Beef—		
[illegible]	0 22	0 27
Front quarters, lb.	0 16	0 20
[illegible] whole, lb.	0 28	0 32
Ribs, lb.	0 24	0 28
Chucks, lb.	0 15	0 18
Hips, lb.	0 20	0 22
Calves, good, lb.	0 25	0 28
Lambs, whole, lb.	0 27	0 29
Sheep, whole, lb.	0 20	0 21

Lower Prices on Hams and Bacon

Toronto.

PROVISIONS.—A general revising of the prices on hams and bacon to lower levels has developed this week as a result of the declines registered in live hogs. Generally speaking the new basis is about 2c below figures prevailing before. A very good demand is reported and the trade locally seems to be quite satisfactory. Range of quotations now prevailing follow:

CURED MEATS

Hams—		
Medium	0 36½	0 38
Large, per lb.	0 32	0 33
Backs—		
Plain		0 46
Trimmed, with rib in	0 46	0 49
Boneless, per lb.	0 49	0 52
Bacon		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats		
Long, clear bacon, av. 50-70, lb.	0 28	0 29
Do., aver. 70-100, lb.	0 26½	0 28
Fat backs, 16-20, lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork		
Mess pork, 200 lbs.	46 00	
Short cut backs, bbl., 100 lbs.	53 00	54 00
Pickled rolls, bbl., 200 lbs.	49 00	52 00

Cooked Meats Holding Steadily

Toronto.

COOKED MEATS.—A steady tone is noticeable in regard to cooked meats and very little change is reported. Choice jellied ox tongue is slightly easier, with other lines firmly held. Range of quotations to-day follows:

COOKED MEATS

Boiled Hams, lb.		0 61
Head Cheese, 6s, lb.		0 16½
Meat Loaf with Macaroni and Cheese, lb.		0 [illegible]
Choice Jellied Ox Tongue, lb.	0 54	0 56
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25
Boiled Hams, lb.		0 51
Hams, roast, without dressing, lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52

Lard Maintains Steady Tone

Toronto.

LARD.—A fairly steady tone is reported in lard. United States markets reveal a pretty even basis on lard and this may be a factor in steadying conditions here. There is only a light demand at present, but there is little fluctuation in prices. Supplies are ample to meet requirements of the trade. Quotations to-day follow:

Lard, tierces, 400 lbs., lb. $0 27½ $0 28

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Steadiness in Shortening Market

Toronto.

SHORTENING.—The price on cottonseed oil being fixed there is little prospect of any material fluctuation in price. The undertone to the market is steady, although the movement to the trade is comparatively small. Quotations being made to the trade this week range as follows, tierce basis, per lb.: Easifirst, 26¼c; Domestic, 26 to 26½c; Peerless, 25½ to 26c. Cotasuet, 25½ to 26c. Range for other brands is as follows:

Shortening, tierces, 400 lbs., lb. $0 25½ $0 26

In 60-lb. tubs ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Steady; Slow Sale

Toronto.

MARGARINE.—The market is without special feature this week. Sales are still comparatively small and stocks ample to meet all demands of the trade. Prices are steadily maintained and at unchanged levels.

Margarine		
1-lb. prints, No. 1	$0 33	$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Moving Forward Freely

Toronto.

BUTTER.—Activity seems to be the keynote in butter, the demand for both fresh made and storage creamery being very good. Prices have remained at unchanged levels with a firm undertone noticeable. Quotations follow:

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	....
Creamery solids (fresh made)	0 54	....
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.	....	0 48

New Laids Coming Along Very Well

Toronto.

EGGS.—New laid eggs are coming along in better quantities resulting in an easier feeling though this has not yet resulted in a quotable change. Storage stocks are becoming pretty well depleted and will, it is thought, at present rate of sales be soon cleaned up. Quotations range at following levels:

Eggs—		
New-laids, in cartons, doz.	$0 68	$0 70
Storage, extras	0 58	0 60
Storage, No. 1, doz.	0 56	0 57
Splits and No. 2, doz.	0 45	0 47

Higher Prices Possible on Cheese

Toronto.

CHEESE.—The continued strength of the market seems capable of developing into a higher range of prices. Stocks are considered pretty small and the demands for export and locally are quite heavy, so that advances may result seems quite within the realm of possibility.

Cheese—		
New, large	0 28½	0 29
Stilton (new)	....	0 32

Twins, ¼c lb. higher than large cheese. Triplets ½c higher than large cheese.

Better Supplies Poultry Coming

Toronto.

POULTRY.—Indications seem to be that supplies of poultry coming to hand have shown some improvement. It is thought this may be only a temporary condition as the receipts generally at this season are quite light. Prices have held without change at following figures:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$0 28-$0 32	$....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 20	....- 0 25
Fowl, 4 to 5 lbs., lb.	0 28- 0 25	0 25- 0 28
Fowl, over 5 lbs., lb.	0 26- 0 30	0 28- 0 30
Fowl, under 4 lbs., lb.	0 17- 0 20	0 20- 0 23
Chickens, under 5 lbs., lb.	....- 0 23	....- 0 28
Chickens, over 5 lbs., lb.	....- 0 25	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

		Dressed
Hens, light	$0 30	$0 32
Do., heavy	0 32	0 34
Chickens, spring	0 33	0 38
Ducks	0 35	0 40
Turkeys	0 45	0 46
Geese	0 25	0 28

Little Change Recorded in Fish

Toronto.

FISH.—With few exceptions prices are without change this week. Ciscoes are now generally around 16c and trout is steady at 18c per pound. The demand has eased away somewhat, the mild weather being considered a factor in this slackening of business. Supplies are ample. Prices are given herewith:

FRESH SEA FISH		
Cod Steak, lb.	$0 12	$0 14
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 10	0 11
SMOKED FISH		
Haddock, lb.	....	0 10
Bloaters, 40 Count, box	2 00	2 25
Cod, smoked, lb.	....	0 12
Ciscoes, lb.	0 16	....
Haddies, chicken	0 12	0 13

PORK DEMAND STILL STRONG

Frank S. Snyder, head of the United States Food Administration's meat division, said to-day that, despite a hog surplus, he would not recommend abandonment of the price agreement policy when the Hog Committee meets Jan. 28 to consider the price for February.

The present surplus, Mr. Snyder predicted, would turn into a definite deficit this year. He said the pendulum would swing within three months if Europe could get the money and ships to take its requirements.

Herbert Hoover, the United States Food Controller, in a recent cable from London, states:

"Every pound of pork products we can export before next July Europe will need, and as soon as the initial chaos of the sudden economic change from war to armistice can be overcome there will be overdemands. For another month we will be unable to determine what the volume of the task is."

Do., fillets, lb.	....	0 18
Do., Finnan, lb.	....	0 15
Herring, Kippered, box	1 65	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07	0 08
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 09	0 09½
Do., small, case, 200 lbs., lb.	0 05	0 07
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 07½	0 09
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 10	0 12
Do. No. 1, lb.	0 17	0 18
Do., Extra, lb.	0 25	0 26
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 09	0 10
Pickerel, lb.	0 14½	0 16
Pike, round, lb.	0 09	0 11
Trout, lb.	....	0 18
Tulibees, lb.	0 11	0 12
Whitefish, lb.	0 15	0 16
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Do., Halifax Shredded, box	....	2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tab'ts, case	4 20	4 32
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	14 50	15 00
OYSTERS, No. 3 size package	....	9 50
Do., No. 5 size package	....	15 50
Do., per gallon	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

CALIFORNIA CANNED FRUIT

California Canned Fruit Will Be Equal to 1917—Pears Only Light Crop—Stocks Practically Out of Canners' Hands

With the exception of pears, the pack of California canned fruits in 1918 of all varieties will be fully as large as the 1917 pack, according to the statement of Joseph Durney of the Griffith-Durney Company, San Francisco. He points out, however, that for months canners have had little or nothing in any grades of California canned fruits to offer and that they are going into the season of 1919 completely sold out of everything. Furthermore, jobbers' stocks are smaller than they ever have been in the history of the business, he says, because of heavy government demands which resulted in short deliveries to the canners' regular customers. He looks for the government requirements next year to be heavy, but not, of course, so heavy as in 1918.

Mr. Durney believes that while the canners had a good year, the growers were the great beneficiaries of high prices and that the growers secured the long end in the business.

Taken as a whole, the season has been fairly profitable. Everything in the fresh fruit line brought excessively high prices. As an example, apricots that usually sold from $30 to $50 per ton were sold at $70; pears that were sold a year ago for $30 (the average price being $40 to $50) netted the grower anywhere from $60 to $75 per ton. Even the canners, who had term contracts with the growers for peaches on a basis of $25 per ton, were compelled to increase the contract price to offset the excessive cost of labor. Outside of the term contracts, growers received all the way from $55 to $75 per ton for their cling peaches. Therefore, I repeat that while the season just closing has been a fairly profitable one to the canner, it has been an exceedingly prosperous one for the grower. It is too soon to estimate the pack, but I judge that, with the exception of pears, the packs of all varieties of fruits will be fully as large as the 1917 pack."

Bacon

"Star" Brand English Breakfast Bacon as sent out by us is the result of over sixty years of experience in the Curing of Good Bacon. It has no superior for delicious quality. Just try it yourself and you will be able to tell your customers so.
Made under Government Inspection.

Let us have your inquiries and your orders.

F. W. FEARMAN CO.
LIMITED
HAMILTON

ATTRACTIVE DISPLAY

is one of the main factors in selling goods so, naturally, a desire for your wares will be created when you display them in

FREEMAN REFRIGERATOR EQUIPMENT

Write for Catalogue.

THE W. A. FREEMAN CO., LTD. - HAMILTON, CANADA

RELEG

Pronounce "REAL EGG"

Recommend It

Because it's a real, genuine, substantial egg substitute.

Just three-quarters of a teaspoonful is equal to one egg for baking purposes.

All the preparation necessary is to add one tablespoonful of boiling water.

Let your customers know how economical "Releg" is.

RELEG COMPANY, REG'D
34 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevine & McLauchlin, St. John, N.B.- W. H. Escott Co., Ltd., Winnipeg, Canada.

Windsor Table Salt

Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

THE CANADIAN SALT CO., LIMITED

258

"Indian Chief" Brand Clams

Just the right kind of sea food for you to handle. The kind that will please the customers, the kind that will bring you good profits through repeated sales.

These "Indian Chief" Brand Clams are scientifically packed, the same day they are taken from the clam beds. Thus the freshness is preserved until they are served.

Every Grocer should include this line in his fish department. "Indian Chief" Brand Clams are good sellers in the restaurant trade as well as the ordinary retail.

We will gladly furnish any further particulars.

SHAW & ELLIS

POCOLOGAN, N. B.

License Nos. 1-718, 8-24395.

You can guarantee them

There are no more wholesome or more nourishing fish in the world than these specially selected for

BRUNSWICK BRAND

We select them with care, and we pack them in the most approved sanitary manner so that there is not the slightest possibility of Brunswick Brand Sea Foods ever disappointing the consumer in delicious good quality.

Your wholesaler can supply you any of the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros.

BLACK'S HARBOR N. B.

Canada Food Board License No. 1-603.

If any advertisement interests you, tear it out now and place with letters to be answered.

THE "NEW" MACLEAN'S

Starting with the January issue, MACLEAN'S MAGAZINE comes out in a new size—11 x 14¼—same size as *The Saturday Evening Post*. This change will enable us to give readers more entertaining articles and stories, and a very much enlarged "Review of Reviews" Section. You will find this January issue of MACLEAN'S more pleasing and instructive than the great majority of magazines you find displayed on news-stands—and

contents are carefully censored—no sex stories—you can take it into your home with the utmost confidence.

A word about the contents—

"Why Laurier Will Wait"

In discussing the policy of the Liberal leader during the coming session of Parliament, J. K. Munro predicts, in January MACLEAN'S, that Laurier will allow Union Government a free hand. In this policy of inactivity "he sees the way open to the accomplishment of all his purposes. If he is half the politician his friends believe he is, he will sit and smile and wait—yet a little longer."

All Canada is interested in what is going to happen in Ottawa. J. K. Munro, veteran press gallery man, is a shrewd observer, and his political articles in MACLEAN'S have stirred up more comment than anything else appearing in the press of the country. He knows politics from the inside. "Why Laurier Will Wait" is a forecast of the near future that bristles with interesting points. A few of the other "head-liners" in this issue:

Bolsheviks at Work in Canada
A sensational article on activities in subterranean circles. There are foreigners in Canada ready to wave the red flag.

Achievements of the Canadian Army
Since the Canadian Division was formed, they have not retired a foot nor lost a gun—a marvellous record. An inside story of how this great army was handled and controlled is told by H. F. Gadsby who spent a month at Headquarters during the last great offensive.

The Grave Dangers of Peace
An article by Agnes C. Laut on the insidious new propaganda being launched by the Germans to split the Allies.

Jock in a Juggernaut
The most interesting war article in a long while, because it is new—it deals with experiences in the tanks.

AND THESE AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm - By Arthur Stringer

The Minx Goes to the Front - - - By C. N. and A. M. Williamson

The Three Sapphires - - By W. A. Fraser

Mr. Craighouse, of New York, Satirist - - By Arthur Beverley Baxter

The Intercepting Spark, by Mary Josephine Benson

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"CANADA'S NATIONAL MAGAZINE"

20c PER COPY. $2.00 PER YEAR. A TRIAL! 6 MONTHS FOR $1.00

MACLEAN'S sells for $2 a year—should be more. We want you to get acquainted with MACLEAN'S, for we know that after we once introduce you to "Canada's National Magazine" you two are going to be friends for life. So, to make you known to each other, we will accept your subscription now for only six months to start off with. In other words, we want you to "try out" MACLEAN'S, and see for yourself just how good it is!

Don't miss this unusual opportunity. Simply sign the coupon, pin a postal note to it, and mail it to us.

TO-DAY

Tear off here and mail
The MacLean Publishing Company,
143 University Ave.,
Toronto, Ontario.

I accept your offer. I am enclosing $1.00 to pay for MACLEAN'S MAGAZINE for six full months. Please start me off with the big January issue.

Name .....

Address .....

When Flavor is All Important

as it is in so much of our food, it is surely short-sighted to stock low-grade vanillas. It is easy to train your customers to want the best, especially when the best is the most economical.

Shirriff's True Vanilla

is the real extract of finest Mexican beans. It is 50% stronger than Government requirements, so of course much less is needed to give flavor. Shirriff's have a thirty-year reputation for quality.

Keep Shirriff's displayed on your shelves. If your stock is low, order a fresh case to-day.

Imperial Extract Company - Toronto

Try a Bottle of MARSH'S Yourself

Taste the unequalled excellence of this Pure Concord Beverage. Then you'll feel like recommending it to every customer.

And Marsh's is a good money-maker.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME Limited, Montreal, Que.

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

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ROYAL ACADIA SUGAR

Carry Royal Acadia in Stock It Pays

Customers always come back for Royal Acadia—a first purchase convinces them of its unexcelled good Qualities.

Every Grain Pure Cane

Royal Acadia Sugar is put up in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

ROYAL ACADIA SUGAR

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

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Maritime Provinces and Western Canada
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MANUFACTURERS OF FINE (REG'D) TOBACCOS
MONTREAL

Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING
"BRITISH CONSOLS"
"INGOTS" (Rough and Ready)
"BRIER"
"INDEX"

PLUG CHEWING
"PRINCE OF WALES"
"NAPOLEON"
"CROWN"
"BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS **MONTREAL**

Furnivalls

Furnivall Quality

A quality that will attract custom and which will hold your customers.

Our Jams and Marmalades are made from five selected sun-kissed fruits and pure cane sugar.

Your wholesaler can supply you.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. **Montreal**—George Hodge & Sons, Ltd. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—R. M. Griffith. **Calgary, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Edmonton, Alta.**—MacLaren Imperial Cheese Co., Ltd. **Saskatoon**—The H. L. Perry Co., Ltd. **Manitoba**—The H. L. Perry Co., Ltd., Winnipeg.

60% Profit For You

Every Home Needs Vol-Peek

—Vol-Peek mends all kinds of kitchen utensils, pots, pans, tinware, graniteware, copper, aluminum—it's just like stiff putty—absolutely sanitary—hardens in 2 minutes, and is guaranteed satisfactory. Vol-Peek sells at sight.

—Every home needs it. Write us for sample order. Bright colored stand contains 24 packages for $2.25. On the market for over 10 years—a guaranteed success. Advertised all over Canada. Sales helps sent with your order. Act now.

From your jobber or

Vol-Peek Mfg. Co.

P.O. Box 2024 **Montreal, Can.**

If any advertisement interests you, tear it out now and place with letters to be answered.

CODFISH WEEK

We are receiving quantities of Codfish to supply demand, such as Fresh, Frozen, Salted, Boneless, etc. Also all kinds of seasonable frozen fish, such as Halibut, Salmon, Pickerel, Whitefish, Cod, Trout, Haddock, Herrings and Smelts.

D. HATTON CO.

Established 1874

MONTREAL

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

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DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 25
Plum	2 90
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90
SWEET CHOCOLATE—	Per lb
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 33

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 43
Milk Medallions, 5-lb. boxes in case, per lb.	0 43
Chocolate Ginger, 5-lb. boxes, 30 bixes in case, per lb.	0 43
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 43

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$1 06
Almond Nut Bars, 24 in box, 50 boxes in case	1 06
Puffed Rice Bars, 24 in box, 50 boxes in case	1 06
Ginger Bars, 24 in box, 50 boxes in case	1 06
Fruit Bars, 24 in boxe, 50 boxes in case	1 06
Active Service Bars, 24 in box, 50 boxes in case	1 06
Victory Bar, 24 in box, 60 boxes in case	1 06
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 06
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 06
Royal Milk Cakes, 24 in box, 50 boxes in case	1 06
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 46 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

PRUNES

The market of Prunes is in a very strong position. The facts are that the export demand to Europe is incessant, and can hardly be taken care of even at extreme prices. It is said by competent observers that the New York dried fruit market has never been stronger than it is today.

Under these conditions there will be few Prunes brought into Canada, for the laid down cost will be almost prohibitive.

We have a fine line of goods which came in just before New Years, and in the light of the present situation they look very cheap indeed, although they did not look so much so when they arrived. We quote:

Santa Clara	-	**50-60**	**50s**	**16 ½**
Santa Clara	-	**60-70**	**50s**	**16**
Santa Clara	-	**70-80**	**50s**	**14½**
Santa Clara	-	**90-100**	**50s**	**11¾**
Santa Clara	-	**100-120**	**50s**	**9¾**

25-lb. Boxes ¼ higher

Send us an order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef—1s, $4.50; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves ½s, $2.50; 1s, $4.50.
Geneva Sausage 1s, $4.40; 2s, $9.40.
Roast Beef ½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton $7.25; 2s, $14.50; square cans, $48.00.
Boiled Mutton—$87.25; 2s, $14.50;
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
Stewed Ox Tail 1s, $2.40; 2s, $4.40.
Stewed Kidney 1s, $4.40; 2s, $8.40.
Mince Collops ½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat 1s, $3.90; 2s, $7.80.
Corn Beef Hash ½s, $1.90; 1s, $3.90; 2s, $2.90.
Beef Steak and Onions ½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks 2s, $9.90; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $2.90.
Cambridge Sausage—1s, $4.40; 2s, $8.40.
Boneless Chicken ½s, $5.90; 1s, $9.00.
Boneless Turkey ½s, $5.95; 1s, $9.00.
Ox Tongue ½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45.
Lunch Tongue ½s, $3.90; 1s, $6.90; 2s, $15.50.
Tongue Lunch—1s, $6.75. $4.45; 5s, $12.95.
Beef Suet 1s, $6.46; 2s, $12.40.
Mince Meat (Tins) 1s, $2.90; 2s, $4.00; 5s, $12.90.
Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85.
With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted 1s, $1.35; Soups and Bouilli, 1s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label Ind., 90c., 1s, $1.25, 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind. 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10, 12s, $18.
Chili Sauce (red and gold label) Ind., 90c, 1s, $1.25, 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce 2s, $2.25.
Sliced Smoked Beef ½s, $2.40, 1s, $3.40; 4s, $24.
Canadian Boiled Dinner 1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables, 1s, $2.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 2s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.35.
Pate De Foie—¼s, 75c; ½s, $1.40.
Plum Pudding—1½s, $2.40; 1s, $3.90.
Potted Beef Ham—¼s, 75c, ½s $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; 1s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Asorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted)—¼s, 80c, ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $19.70.
Lunch Tongue 1s, $9.90.
Sliced Smoked Beef—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat—1s, $3.25.
Potted Chicken ¼s, $2.40.
Ham—¼s, $2.40.
Tongue—¼s, $2.40.
Venison—¼s, $2.40.
Meats, assorted—$2.45.
Chicken Breast—½s, $8.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter ¼s, $1.40; ½s, $1.90; 1s, $2.30; in pails, 5s, 29c. 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	Cents
40 lbs. Canada Laundry	.09¾
40 lbs., 1 lb. pkg., White Glass	.10¼
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¾
100-lb. kegs, No. 1 white	.10¼
200-lb. bbls., No. 1 white	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11¾
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¼
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¼
100 lbs., kegs, Silver Gloss, large crystals	.11¾

THE SWEETEST BREAD

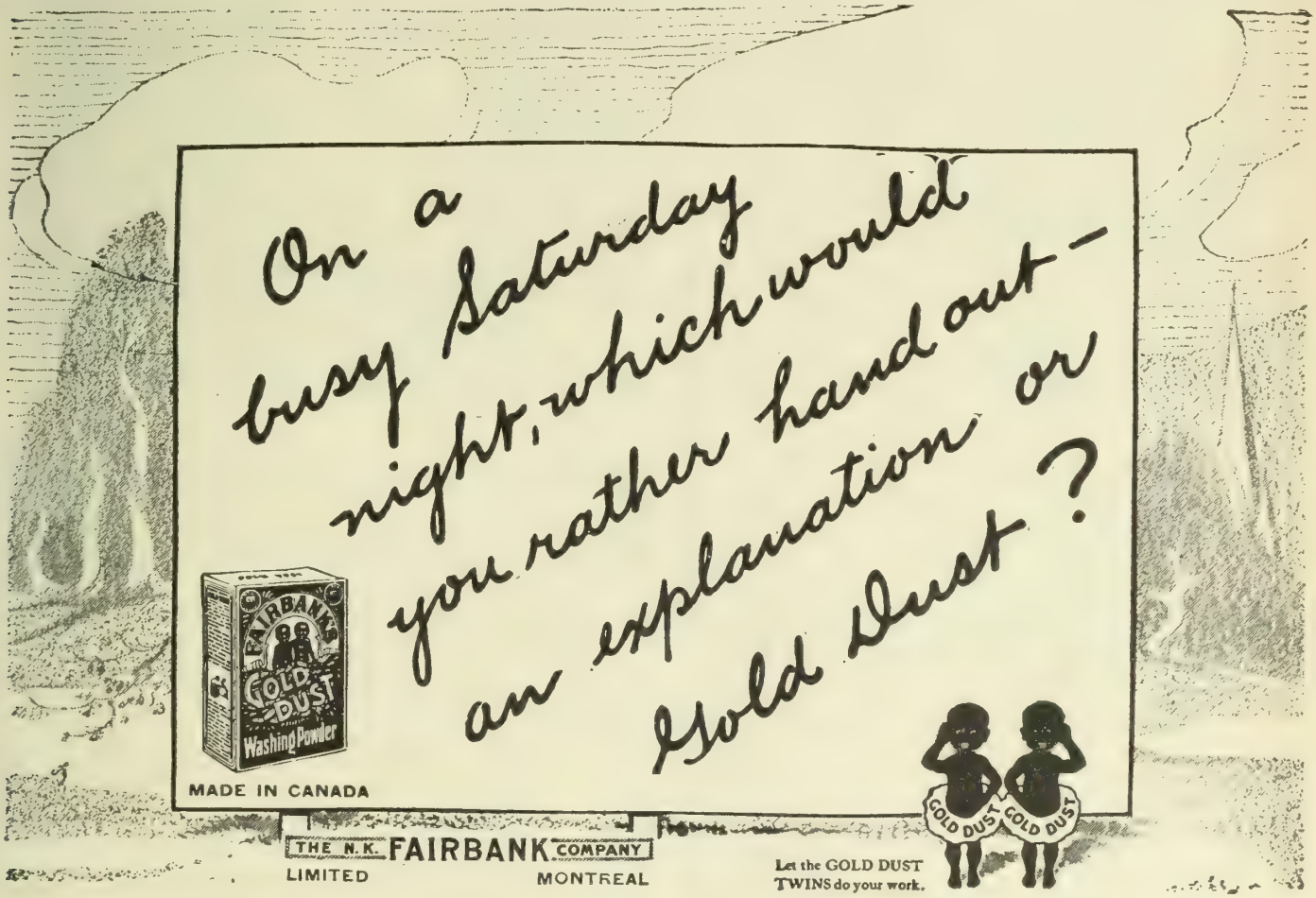
Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC VICTORIA, B.C.



The Keenest General Merchant

cannot keep posted on the rapid Grocery Market changes of these days just by comparing travelers' prices. Travelers call less often now. Grocery markets change more often.

General merchants everywhere find in CANADIAN GROCER the early, regular and reliable market information they require.

"I don't know what I would do without CANADIAN GROCER, especially in these days when prices of groceries are changing every week," writes G. H. Thompson, Oil Springs, Ontario. (He has subscribed to CANADIAN GROCER for eighteen years).

"I consider CANADIAN GROCER worth all of $3.00 and more in these times of changing markets," writes J. A. Quenneville, Desaulniers, Ont.

CANADIAN GROCER will come to you every week with the latest market information, and much more that you can turn into money, if you decide to follow the "lines of action" you see here ready for your signature right now.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me CANADIAN GROCER, beginning with current issue. I will pay you subscription price, $3.00 per year, on receipt of bill.

Name.....

Address.....

C.G.

40 lbs., Benson's Enamel, (cold water), per case.... 3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs..... .15
Celluloid, 45 cartons, case.. 4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared ..... .11¾
40 lbs. Canada Pure Corn.. ..10¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs..... .20
(20-lb. boxes, ¼c higher, except potato flour)

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry $0.09½
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1.10
First Quality White Laundry—
8-lb. canisters, cs. of 48 lbs. .10½
Barrels, 200 lbs. ..... .10
Kegs, 100 lbs. ..... .10
Lily White Gloss—
1-lb. fancy carton cases, 30 lbs. ..... .11
8 in case ..... .12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case.... .12½
Kegs, extra large crystals, 100 lbs. ..... .10½
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3.25
Celluloid Starches—
Boxes containing 45 cartons, per case 4 50
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. 1 85

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case $4.25
2-lb. tins, 2 doz. in case.... 4.80
5-lb. tins, 1 doz. in case.... 5.40
10-lb. tins, ½ doz. in case.. 5.10
20-lb. tins, ¼ doz. in case.. 5.05
(Prices in Maritime Provinces 10c per case higher)
Barrels, about 700 lbs.....$0.07¼
Half bbls., about 350 lbs.... .07½
¼ bbls., about 175 lbs..... .07¾
2-gal. wooden pails, 25 lbs.. 2.25
3-gal. wooden pails, 28½ lbs. 3 40
5-gal. wooden pails, 65 lbs.. 5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case...$5.30
5-lb. tins, 1 doz. in case... 5 90
10-lb. tins, ½ doz. in case. 5 60
20-lb. tins, ¼ doz. in case. 5 55

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz
Robinson's Patent Barley—	
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1.16
Card Outfits, Black and Tan..	4.16
Metal Outfits, Black and Tan..	4.84
Creams, Black and Tan	1.24
White Cleaner	1.24

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Star Bar, 8s, boxes 5 lbs...	1 08
Pay Roll, thick bars, 10s....	1 25
Pay Roll, plug, 9s and 6-lb. caddies	1 25
Shamrock, 98 ½ cads.. 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 8s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 10s, 2-lb. cartons	1 50
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 8s, 2-lb. cartons	1 12
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 12
Derby 8s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.	1 25

WM. H. DUNN, LTD., Montreal.

BABBITT'S

Soap Powder, case 100 pkgs...	$5 00
Cleanser, case 50 pkgs.	2 5
Cleanser (Kosher) cs. 50 pkgs	2 00
Pure Lye, case of 4 doz.	5 60

JELL-O

Made in Canada.

Assorted case, contains 4 doz..	$4 70
Lemon, contains 2 doz.	2 35
Orange, 2 doz.	2 35
Raspberry, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Chocolate, 2 doz.	2 35
Cherry, 2 doz.	2 35
Vanilla, 2 doz.	2 35

Weight, 8 lbs. to case. Freight rate second class.

JELL-O ICE CREAM POWDERS

Made in Canada.

Assorted case, contains 2 doz..	$2 35
Chocolate, 2 doz.	2 35
Vanilla, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Lemon, 2 doz.	2 35
Unflavored, 2 doz.	2 35

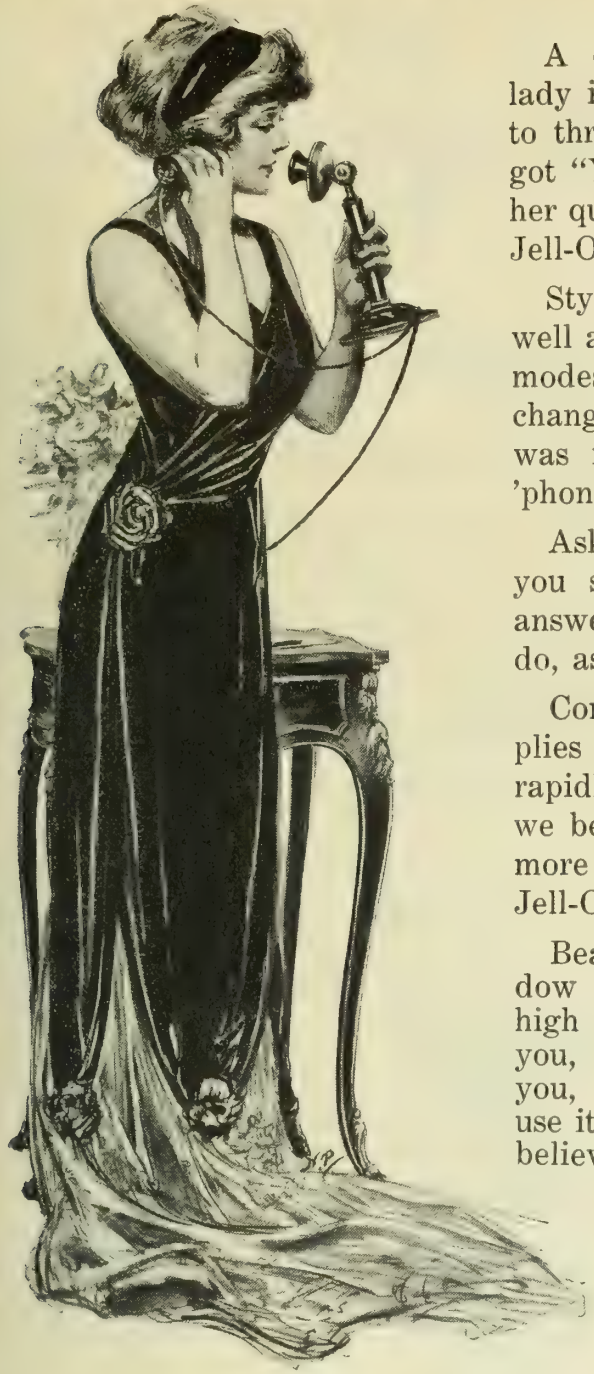
Weight, 11 lbs. to case. Freight rate, second class.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

TIMES HAVE CHANGED



A dozen years ago the lady in the picture 'phoned to three grocers before she got "Yes" for an answer to her question, "Have you got Jell-O?"

Styles in grocers' stocks as well as women's gowns and modes of hair dressing have changed since the picture was made when the lady 'phoned first.

Ask any grocer now, "Do you sell Jell-O?" and his answer will be, "You bet I do, as fast as I can get it."

Conditions affecting supplies of raw materials are rapidly growing better, and we believe there will be no more delays in delivering Jell-O to the trade.

Beautiful ten-color window display material of high quality will be sent to you, free of all expense to you, of course, if you can use it to advantage, and we believe you can.

THE GENESEE PURE FOOD COMPANY OF CANADA, LIMITED

BRIDGEBURG, ONTARIO

MADE IN CANADA

The Great Business of Selling

MULTIPLYING users of your product, commodity or service—this is your great business. The more, the merrier.

The factor of multiplication is advertising. Nothing else can get you new users in the shortest possible time at lowest cost.

Use magazines for long-living publicity effects.

Use them for Economy's sake.

Use them for Prestige.

In Canada, the one conspicuous magazine is

MACLEAN'S MAGAZINE

It is an all-the-family magazine of the highest class—clean, esteemed, established Can you name a better?
The conclusion is plain.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

The Financial Post on The Tariff

THE Government is disposed to let the tariff alone during the coming session. This is the advice of THE FINANCIAL POST'S Ottawa representative upon a matter which is to-day very important in the commercial and industrial situation However, there is one factor for uncertainty. The course of the Government may be changed by political currents; if the low tariff element, which is dominated by Western Canadian sentiment, can make a strong enough case, the 7½ per cent. extra war tax may be removed.

There is just one point to emphasize a fact generally ignored by those who contend for tariff reduction and that is that in Canada the tariff—a tariff which has for years been maintained by both political parties when in power—is primarily a tariff for revenue. The war has increased the country's financial burdens and the need for funds. The weakness of the argument for tariff reduction or free trade is that those who so advocate have no suggestions as to a practical form of direct taxation to supply the necessary money for carrying on the country's affairs.

Besides the important leading article of which the above sentences are a part.

THE POST

THIS WEEK CONTAINS:

Shipments of Flour Held Up
Readjustment of Prices Will Come Gradually
Proposal for French Exhibition Train
Should be Able to Supply More of Our Own Needs
Made-in-Canada Brand Popular With the English
King Edward Hotel May Pay Dividend
$7,300,000 Issue to Retire Old Tramways Notes
Labor the Big Factor in Future of Consolidated
Packers Worked on Small Margin During 1918
Holdings of U.S. Steel in Canada Being Reduced
Bank Stocks Still in the Limelight
Bookkeeping for the Housekeeper
Keeping an Eye on the Retailer and His Affairs
Make States' Banking System Like Canada's
Canada's Railways and State Control
Fair Business Being Done in Bond Market
Montreal Bonds Are Now Listed on Exchange
Fine Showing by Canadian Life Companies
National Life Moves Forward Conservatively
Bottoms Are Not Available for Export Trade
Employers Show Desire to Learn Labor Viewpoint

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is $3.00 per year.

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.

Name .....

Address .....

.....

C.G.

RID-OF-RATS

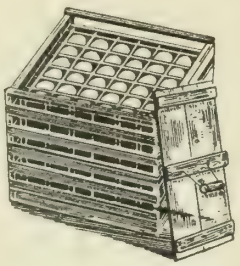
If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO.,LTD., 20-38 Dowd St., Montreal, Que.

Ask us for

Wrapping Papers Twines

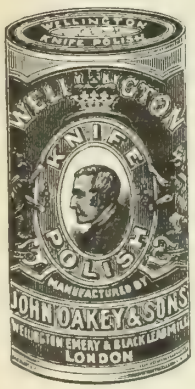
Grocers' Specialties

Butter Tubs and Boxes, Egg Cases

N.B. Egg Carriers

Walter Woods & Co.

Hamilton and Winnipeg

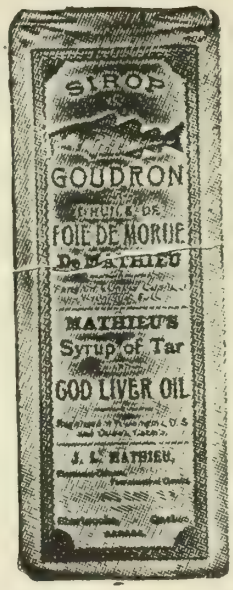


OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

AGENTS:
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.



Mathieu's Syrup of Tar and Cod Liver Oil a splendid body builder.

Get a Trial Supply To-day

Winter days are Pneumonia days. Coughs, Colds and LaGrippe are prevalent, and for such Mathieu's Syrup of Tar and Cod Liver Oil is a sure antidote. A little display in your show case or upon your sales counter will bring you good custom in this direction and win for you the increased confidence of your Besides, the profits on sales are very good.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE :: QUEBEC

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen **fresh eggs.** When collapsed will not take up any more room in a suit case than a traveller's order book.

A sure seller if you will buy it and show it.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

APPLES

We are now showing some very fine

Boxed Apples

Jonathans
Rome Beauties
Stagman Winesops
Delicious

Properly Graded and Priced.

TRY THEM.

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

FISH

LAKE SUPERIOR FROZEN HERRINGS
SPECIAL PRICE

B. C. Halibut, Redsprings, Cohoe, and Qualla Salmon, Atlantic Cod, Herrings, Soles, Haddock, Mackerel, Smelts.

FINEST LABRADOR SALT HERRINGS

in barrels and half barrels. Finnan Haddie and Smoked Cod in 15-lb. boxes.

Fruits and Vegetables

Oranges, Grape-fruit, Apples, Lemons, Pears, Cranberries, Potatoes, Onions, Cabbage, Carrots, etc.

We can supply you with the best obtainable.

DUNCANS LIMITED
NORTH BAY, ONT.
BRANCHES AT SUDBURY, COBALT, TIMMINS
LICENSE No. 151

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford, England.

Freemans FOOD PRODUCTS Watford

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

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BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co., Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute

BUYERS' DIRECTORY

Revised prices have been issued by some manufacturers on peanut butter. The new quotations provide for a decline. Ample supplies and lower prices on the nuts are factors contributing to the lower scale of quotations.

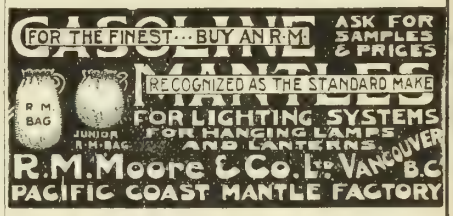
* * *

The milling situation is to remain unchanged for some little time. The conference at Ottawa last week resulted in the Government ruling that present Government standard flour would rule for some time to come, and that the present scale of prices on bran and shorts would be maintained. Many mills are shut down, owing to an accumulation of flour, with no market to consume capacity production, the export having been temporarily stopped. It is expected another three weeks or month will elapse before there is a possibility of further export business.

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


FOR THE FINEST···BUY AN R·M·
ASK FOR SAMPLES & PRICES
GASOLINE MANTLES
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS
R M BAG
JUNIOR R·M·BAG
R.M.Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

These one-inch spaces only $1.60 per insertion if used each issue in the year.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—A FEW GOOD AGENCIES FOR grocers' sundries for Ottawa and district by a thoroughly reliable man, with many years' experience in the grocery business, both in a jobbing and retail way. Address "L," 296 Nelson St., Ottawa.

WANTED TO PURCHASE TOTAL ADDING, detailed printing slip. Cash Register for Grocery Store. State price and description. Box 474, Canadian Grocer.

SALESMAN WITH A GOOD GROCERY CONnection in Alberta and British Columbia at present travelling for an Alberta firm, desires a change. Box 482, Canadian Grocer, Toronto, Ont.

TO MANUFACTURERS WE CAN SUCCESSfully handle one or two sole distributing agencies for approved articles for Pacific Coast. Particulars to Direct Supply Association, Victoria, B.C.

WANTED MEN WITH GENERAL STORE experience as commissary clerks in railroad and construction camps. $50.00, $100.00 per month with board. Apply in writing to Crawley & McCracken Company, Limited, 425 Power Bldg., Montreal, Que.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE E-PULLAN TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adverciser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O Box 135, Station B, Montreal.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want. Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word fofr each additional, with charge of five cents extra per insertion for Box Number.

FOR SALE

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

UP-TO-DATE GROCERY BUSINESS IN splendid section of Toronto. Good family trade which can easily be developed. Includes first-class house and store with modern conveniences. $7,000. 168 Lamb Avenue, Toronto.

FOR SALE TWO-FIRE BLACK DIAMOND oven in good condition. Apply McKelvey & Birch, Limited, Kingston, Ont.

WELL-ESTABLISHED, UP-TO-DATE GENeral store business with Post Office and telephone. No opposition. Modern conveniences. About $5,000 cash required, terms on the balance arranged. Can recommend to any young man desirous of going into business. Sickness and other interests reasons for selling. In the centre of a great farming region, Saskatchewan; point lots of scope for the future. Owner might consider an active partner with $3,000 cash to be invested in the business, which would eliminate salary expenses and be able to take active interest in the business. Owner has other interests in district. No agents, deal direct with owner. Reply in first instance, Box 480, Canadian Grocer, Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

Products that give customers confidence in your store

TRANSIENT trade is very well in its way. It all helps. But what you like to see most is the same customers coming back to your store again and again.

You can ensure this in two ways: (1) By giving good, efficient service, and (2) By selling goods that **satisfy** your customers.

This is why dealers are having such success with Davies' Products. Their customers know they are buying food products of the highest quality, and this creates confidence in the store and leads to steady trade and constantly increasing sales.

Davies' Quality Products include:

FRESH MEATS	**WILTSHIRE BACON**
PORK SAUSAGE	**"PEERLESS" SHORTENING**
PURE LARD	**DRY SALT MEATS**
CANNED MEATS	**"GLENGROVE" BUTTER**
SMOKED MEATS	**CARTON EGGS**

Etc., Etc.

Are you featuring these trade-winning lines?

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL **TORONTO** **HAMILTON**

Canada Food Board Packers License No. 13-50

You can now offer Your Customers two varieties of Cooker Brand Package Peas

Cooker Brand Petit Pois

Small, Sweet, Tender

Cooker Brand Marrowfat Peas

Large, Green, Delicious

Grocers who stock and display Cooker Brand Peas will find ample proof of their popularity in the steadily growing demand.

Both varieties are the same in cost—packed 3 doz. to a case—and are sold by all jobbers.

Include a case of each with your next order. And recommend them to your trade for their **delicious and nutritious food value at a minimum of cost.**

Corn for Popping

1918 crop of Cooker Brand Corn for popping is arriving in exceptionally choice condition.

Include a 3 doz. case of this fast-selling winter line with your next order.

For Sale by All Jobbers.

Sales Agents

MacLure & Langley, Limited

TORONTO, WINNIPEG, MONTREAL

Canada Food Board License No. 14-419

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, JANUARY 31, 1919 No. 5

BOVRIL

Watch Your Stock—
Deliveries Take Time

FOR several months past it has been exceedingly difficult to obtain the necessary supplies to enable us to fill the increased demand for Bovril. Of late the situation has improved somewhat, but we have difficulties still and will have them for considerable time to come.

To avoid disappointment in deliveries and the loss of sales due to an incomplete stock, order ahead as far as possible and you may be sure we, in turn, will do our utmost to promptly supply your requirements.

BOVRIL, Limited

25 and 27 St. Peter St. ∴ ∴ MONTREAL

Order from Nearest Distributing Depot.

Toronto, R. S. McIndoe, 54 Wellington St. E.; Winnipeg, W. L. MacKenzie & Co., Ltd., 141 Bannatyne Ave. E.; Vancouver, Levesons Limited, Dominion Building.

"Riteshape"

THE DISH THAT CARRIES DISTINCTION

What becomes of all the wrappings and containers that carry food from your store to the home of your customer.

Garbage can or wastebasket. A backyard bonfire consumes many of them. Total loss often times soaked with the food they carried. Why not give your customer an economical and useful article instead of something that is only waste when it has served its first purpose.

What happens when you send a pound of Hamburg steak or lard home in the Riteshape?

Your customer leaves the food right in the dish until the moment of use. If only part of the food is used at first the dish remains a sanitary and satisfactory storage container for the remainder.

When the food is all used the dish becomes a receptacle for left-over portions of food and goes back into the pantry or ice box. Or it sits on the kitchen sink or table as a soap dish or handy container for many things used in the kitchen.

The Riteshape will serve innumerable uses around the home. Some Riteshapes have remained in service weeks before they were finally put into the kindling box.

Then they help make a quick fire in stove or furnace.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc.
Manufacturers
TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.
Distributors
TORONTO MONTREAL HALIFAX

Borden's

MILK PRODUCTS LEAD IN QUALITY

ESTABLISHED reputation for purity and quality, together with steady advertising, keep Borden's Brands of Milk moving rapidly from the Grocer's shelves. You can handle Borden Brands of Milk with perfect confidence, knowing that every can in every case will sell and give satisfaction.

You can get your share of the growing Borden demand by identifying your store with these leaders of quality.

Borden's

Borden Milk Company, Limited

Montreal Vancouver

License No. 14-213

If any advertisement interests you, tear it out now and place with letters to be answered.

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS
BEANS
RICE

DIRECT IMPORTERS
FROM
THE ORIENT

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

An Announcement to the Wholesale Trade

Now that supplies of sugar are more easily secured, the confectionery trade is more normal and we are in a position to make deliveries of all our well known brands of Nobility Confectionery including the following:

"Peerless," "Elgin" and "Nobility" Chocolates

We can also give prompt shipments on our extensive range of bulk lines.

We sell through the Wholesale Trade only.

NOBILITY CHOCOLATES, LTD.

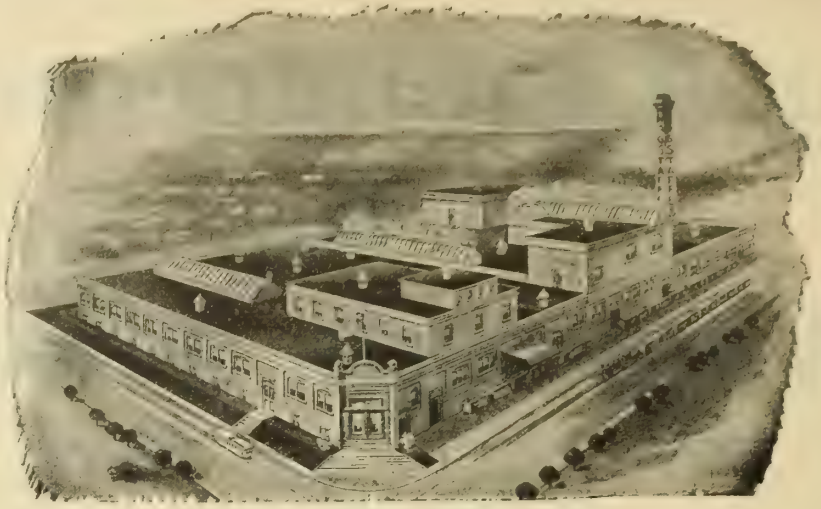
St. Thomas, Ontario

Selling Agents:

Maclure and Langley, Limited

TORONTO MONTREAL WINNIPEG

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE

Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

If your advertisement interests you, tear it out now and place with letters to be answered.

Every Week with the E.B EDDY COMPANY OF HULL CANADA

Story for Week Dated January 31, 1919. **Being No. 19 in the Series**

Rafting The Lumber To The Eddy Plant

An important movable unit in the Eddy plant is the steamer "Mud-pout" seen in the illustration above. It is the business of the "Mud-pout" to take care of the logs that come down the Rouge River to Calumet, and assemble them into cribs. The steamer is built especially for the purpose, sturdy and powerful, capable of bunching the logs together compactly by engine-power, and of towing from 18 to 24 cribs of them in one haul from Calumet to the wharves at the Eddy plant, Hull, where the photograph reproduced above was taken. The logs are mostly of spruce for making pulp and paper, but some poplar is included. The poplar can be used for making matches, and also for paper-making. The long logs you see in the picture are spruce.

Pointers From The Plant On Eddy Goods

Buy Matches with an eye to full value.

When you buy Eddy Matches you can assure your customers of a generously filled box of sure, safe lights.

Eddy's Indurated Fibreware Pails, Tubs, etc., cannot fall apart or leak. Good grocers sell them, and enjoy profitable business from their sale.

The best is always the Cheapest. Wrap your goods in Eddy's wrapping papers. Qualities to suit all purposes.

Be economical and sanitary. Save laundry bills. Install Eddy's Sanitary Paper Towels in your place of business.

Eddy's self-opening, box-shaped Grocery bag is an Eddy Specialty worth your attention. The Eddy Company make paper bags for all purposes.

Watch for further articles on interesting manufacturing processes in the Eddy plant. They will appear on this page each week.

Marsh's

To taste Marsh's Grape Juice is to like it.

People who buy it once will buy it again and again.

It's up to you to recommend Marsh's with every grocery order and win new prestige and profits for your store.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

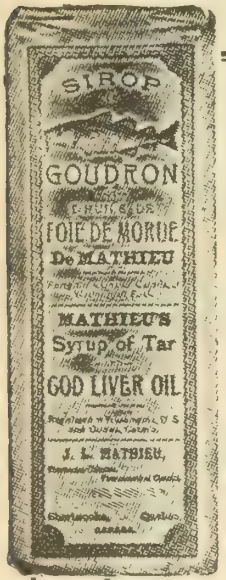
Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.

Harry Lauder's Word is as Good as His Bond

He recommends CREAM OF BARLEY as being one of the finest cereals on the market. He is speaking from his own experience, for in Scotland they use more BARLEY than any other cereal grown. He was more than delighted when he knew CREAM OF BARLEY could be **cooked in 3 minutes;** he advises all people to eat CREAM OF BARLEY, and the more you eat the better you will feel. He claims it is the only real cure for indigestion, for the most sensitive stomach can retain it, and the finest thing for the growing child, for their small, weak stomachs cannot retain coarse cereals. The people who are confined in offices and have that mental strain, require Barley. Try CREAM OF BARLEY and be convinced that it is a blood and nerve builder, which you require.
Sold by all Wholesale Grocery Jobbers, so, Mr. Grocer, try one case, for it is a repeater.

Our trade-mark is registered
MANUFACTURED BY

John Mackay Co., Limited
BOWMANVILLE, ONT.



A Good Winter Seller

A reliable remedy for coughs, colds and kindred cold weather complaints is what we offer the trade in

MATHIEU'S SYRUP OF TAR
and
COD LIVER OIL

Lots of your customers need just such a body-builder. Show a few bottles in your displays and see what an excellent money-maker this Mathieu line is.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE :: QUEBEC

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

CLARK'S
PORK and BEANS

with Plain, Chili or Tomato Sauce are

LEADING SELLERS

CLARK'S
PREPARED FOODS

The finest assortment of
MADE IN CANADA
PRODUCTS.

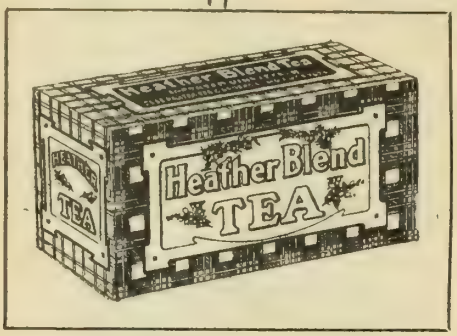
Study our list. You will be interested.

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

Heather Blend Tea



¶ The choicest Teas from the hill gardens of India and Ceylon—blended scientifically to produce a richness and flavor that will please the most fastidious Tea drinker.

¶ The aroma is delicious. The quality and strength are there. One trial will convince you. Takes less for a cup.

"The Fragrance Lingers"

Blended by

BLACKWOODS LIMITED

WINNIPEG, MAN.

SILENT SALESMAN

No modern grocer denies the value of glass-front, dust-proof show cases and bins which show the goods to the best advantage and yet keep them dust free and saleable to the last.

Food products in glass have the same advantage of display and direct appeal to the appetite, and when sealed with Anchor Caps they are not only dust-proof but absolutely airtight.

Goods properly packed in glass containers with Anchor Caps will retain their full flavor and freshness indefinitely. They will reduce the selling effort required to a very great extent and they will add to your profits both directly and indirectly.

See that your next purchases are sealed with Anchor Caps and avoid the losses due to leaking jars, mouldy and deteriorated goods.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

Seville Orange Marmalade is Scarce, but—

We can supply you

The supply of Seville Oranges available for Canadian manufacturers is very limited this year because of the British Government having taken over the crop.

We have been fortunate, however, in securing a limited quantity for our requirements and can promise delivery of orders about Feb. 1st.

The quality of this marmalade will be entirely in keeping with the "CURLING" Brand record of the past—sweet, delicious and good — the sort of Marmalade that brings the housewife back with increased confidence in the quality of the lines you handle.

"CURLING" Brand Seville Orange Marmalade is priced right for right profits.

ST. WILLIAMS PRESERVERS, LIMITED

SIMCOE and ST. WILLIAMS, ONT.

Distributors:

MACLURE AND LANGLEY, LIMITED

Toronto Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

Let us show you how.

We are agents for Christie's Biscuits and Robertson's Confectionery.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., E., Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.
We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.
F. D COCKBURN CO.
WINNIPEG

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heating
WAREHOUSING DISTRIBUTING
STORAGE

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

D. J.MacLeod &Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
156 LOMBARD STREET - - WINNIPEG, MANITOBA
Trackage
Storage
Distribution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East - Toronto

W. F. ELLIOT
Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

AN ENGLISH HOUSE
of good standing are wishful to act as Sole Agents for a Canadian Fruit Canning House, packing first-class goods. Buying or on Commission. Quality first consideration. Apply "Progress," Canadian Grocer, 88 Fleet St., London, Eng.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We still have a few hundred barrels of **Georgian Bay Apples** in stock.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.60 per insertion. For two inches for the same time the cost is $3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
License No. 6-933
Try our Utility Service. Don't wait, do it now.
Agencies Wanted.

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Mention This Paper When Writing Advertisers.

Just Received!
Hams (5 tons), Sides of Pork with Head and Feet Off (10 tons).
SPECIAL LOW PRICE
Write Us
The Colwell Brokerage Co., Ltd.
St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

Victoria Vancouver

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find **Albatross Brand Pilchards** a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's KIPPERED HERRING

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

DODWELL & CO. LTD.

IMPORTERS & EXPORTERS

VANCOUVER, B. C.

IMPORTERS OF

Desiccated Cocoanut,
Cocoanut Oil, Rice,
Beans, Preserved Gingers
and other Oriental Lines

HEAD OFFICE :—

Exchange Chambers, St. Mary Axe,
London, E.C., Eng.

BRANCHES AT :—

Hong Kong, Shanghai, Foochow,
and Hankow, China.
Yokohama, Kobe and Tokio, Japan.
Colombo, Ceylon.
New York, N.Y., U.S.A.
Seattle and Tacoma, Wash., U.S.A.
Portland, Ore, U.S.A.
San Francisco, Cal., U.S.A.
Victoria, B.C., Can.

Salmon Commandeered

SNOW CAP
BRAND
PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

"Snow Cap"

is Hand Packed by

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by Your Jobber

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

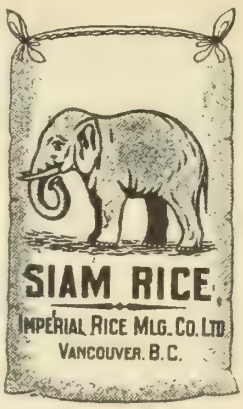
Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Wantmore PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable.

Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.
Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

If any advertisement interests you, tear it out now and place with letters to be answered.

California Celery

Fresh daily arrivals, well bleached and crisp.

High-class Navels,
Grapefruit,
Boxed Apples,
Shelled Almonds,
Peanuts

Kindly mail in your orders.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

Keep Klim where it can be seen

Thousands of women are reading the Klim advertisements in the daily papers and magazines. Every day hundreds resolve to use Klim, who forget because not reminded of their resolution when in their Grocer's stores. Always keep a generous number of tins of Klim in a prominent position on your shelves, or in your show cases. Link up your store with Klim publicity and you will catch many sales you would otherwise miss.

Give Klim a favored position and watch results.

Canadian Milk Products Limited
TORONTO MONTREAL

Western Representatives:

W. H. Escott & Co., Limited, Fort William, Winnipeg, Edmonton and Regina.

Kirkland & Rose, Vancouver.

Canada Food Board License No. 14-242.

Your Success

You owe it to yourself and to the success of your business to stock the best stable brushes obtainable.

"KEYSTONE"
STABLE BRUSHES

through the good service they render, convince your customers of your dependability to sell only the best.

Stock and push the "Keystone" line—it will pay you, both in satisfied customers and good profits.

Write for prices to

Stevens-Hepner Co., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John. N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winnipeg.
Oppenheimer Bros., Vancouver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.

A Grocer Knows His Own Business

As a grocer you don't allow your customers to run your business. You try to PLEASE them, but YOU are boss. Often they may question your JUDGMENT on a product, but when they find out that you were RIGHT their allegiance is yours, unshakably. They may want to save a penny or two on their POULTRY FEEDS. Don't let them. Give them the best value for their money—it will come back to you—multiplied. Give them

PURINA
SCRATCH FEED
AND
CHICKEN CHOWDER

The effectiveness of these feeds is not a guess. The makers GUARANTEE more eggs or money back. They GUARANTEE better chicks. This guarantee is YOURS.

THE CHISHOLM MILLING CO., LIMITED
8 JARVIS STREET, TORONTO

CANADA FOOD BOARD CEREAL MILL LICENSE No. 4-198

You Want Good-Will

Your business good-will is measured by the degree of confidence your customers place in your recommendations. You earn a reputation for recommending purchases that live up to your reccommendations. Your customers come back to you because they rely on your judgment.

For this very important reason we recommend Egg-O Baking Powder—it is so efficient and reliable that when recommended **it will increase your customers' opinion of your judgment.**

Always keep a good stock ahead. Egg-O is carried in stock by all jobbers.

Egg-O Baking Powder Co., Limited

Hamilton - Canada

Fresh Arrivals This Week

One Car California Navels

Golden Orange Brand
Sunkist

One Car California Lemons

One Car California Celery

One Car Extra Fancy Florida Grape Fruit

One Car Bananas

All above Very Finest Quality

SEND US YOUR ORDERS

THE HOUSE OF QUALITY

HUGH WALKER & SON

THE FIRM FOR SERVICE

GUELPH - - - ONTARIO

Canada Food Control License Nos. 3-090, 3-204

Put them in a corner of your Show Case

Chamberlain's Family Remedies

In every community there's a demand for a well-proven line like Chamberlain's Family Remedies.

A little display in a corner of your Show Case will bring you lots of extra sales and add to your prestige besides.

Send to-day for a small trial supply and get this business coming your way.

Chamberlain Medicine Co., Limited
TORONTO, CANADA

BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is $11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value $26.86.

Usual Selling Price	Quantity of Boxes		Brand	Price Per 1000		Wholesale Discount	Net
2 for 25c	2	50	NOBLEMEN	$100.00	$5.00	Less 10%	$4.50
10c	2	100	PERFECTION	72.00	7.20	"	6.48
3 for 25c	2	100	GRAND MASTER..	64.00	6.40	"	5.76
30c	20	100	MIDGETS (5 in a box)	48.00	4.80	"	4.32
5c	1	100	LORD TENNYSONS	41.00	4.10	Less 5%	3.90
5c	1	50	Cables	40.00	2.00	"	1.90
							$26.86

Business name .....Address .....

Send by ..... Express

*If you send cash with order, deduct 2% cash discount and remit $26.32 only.

SEND IN YOUR ORDER PROMPTLY

500

How Does This Tea Plan Strike You?

No grocer need feel timid about the tea market if he buys according to the new Red Rose plan.

We will book your orders as far in advance as you say and make shipments every week, two weeks, month or two months, just as you desire. *The price charged will be the market price for Red Rose Tea at the time of shipment.* In that way you get the benefit of any decline in price should any occur between the date of booking and the date of shipment.

This plan enables you to carry the minimum stock and affords you the maximum protection against loss of profit.

Instead of you watching the markets for the next few months or a year, you put it up to our experienced buyers to get Red Rose quality for you at the lowest market price.

You leave it to us to carry the big stocks and the corresponding risk, which is as it should be, considering our experience, sources of information and facilities for selecting teas of known quality at the most advantageous prices.

How does our plan strike you?

T. H. Estabrooks Co.
LIMITED
St. John Toronto Winnipeg Calgary
Canada Food Board License No. 6-276

If any advertisement interests you, tear it out now and place with letters to be answered.

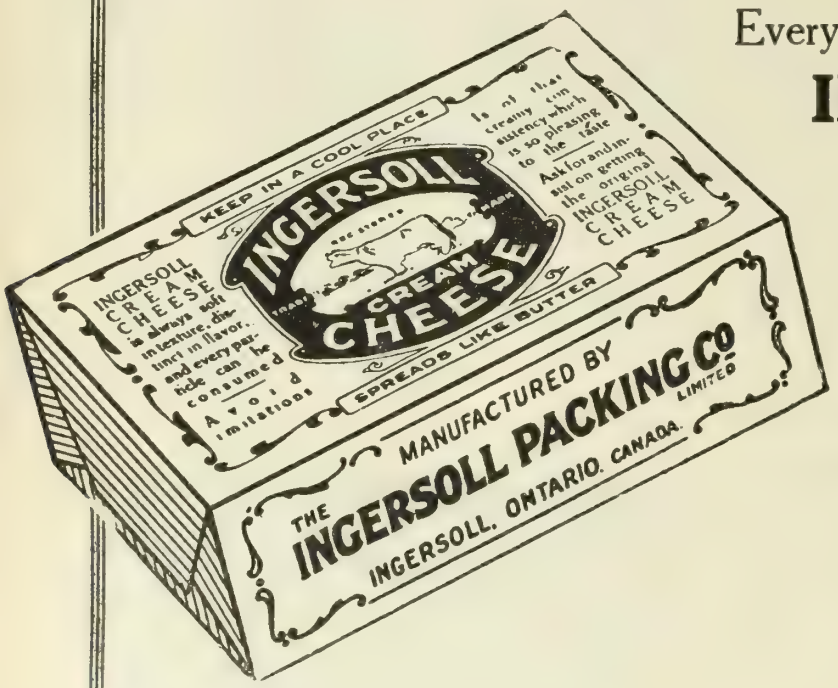
We want to send you a show card like this

It's yours for the asking. Write for it to-day, hang it in your store and increase your sales of Keen-Colman Products.

Canadian Agents :

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL

TORONTO BRANCH : 30 CHURCH STREET


KEEP IN A COOL PLACE
INGERSOLL
CREAM
CHEESE
INGERSOLL CREAM CHEESE is always soft in texture, distinct in flavor, and every particle can be consumed
Avoid imitations
It is that creamy consistency which is so pleasing to the taste
Ask for and insist on getting the original INGERSOLL CREAM CHEESE
SPREADS LIKE BUTTER
MANUFACTURED BY
THE INGERSOLL PACKING CO LIMITED
INGERSOLL, ONTARIO, CANADA

Everybody Likes

INGERSOLL CREAM CHEESE

— the Cheese that Spreads like Butter.

If you are not now selling this popular and wholesome line, get a trial supply to-day.

We have fresh stocks always on hand and can fill your order promptly and satisfactorily.

You'll like the good profits on sales of Ingersoll Cream Cheese.

INGERSOLL PACKING CO., LIMITED

INGERSOLL, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXXIII. TORONTO, JANUARY 31, 1919 No. 5

Export Business Still Uncertain

Labor Conditions and Scarcity of Raw Materials Indicate That There Will be But Small Likelihood of Any Marked Increases in Imports For Some Time to Come—Bidding For Expert Men Complicates Labor Market

THOSE who are expecting an immediate change to normal in all business conditions are counting without their host. It is possible to foresee the future for some little space as regards Canadian trade, and the difficulties and uncertainties, in the conditions that are comparatively well-known, should prepare the trade for similar conditions abroad, and perhaps for conditions far more stringent than any that are known in Canada.

England, that was so large a seller in this market prior to the war, has very heavy burdens to meet before that trade can be restored to a normal basis, and there is a keen home demand to be met, and problems of transportation and labor to be solved before she can again become an appreciable factor as a trader in this country.

Two letters reproduced herewith, from two large English firms who were heavily interested in this market before the war, will give some idea of how they see conditions in England, and how they view the possibilities of an early return of this business. The one a large biscuit and confectionery house, writing of the conditions, state that any quotations on goods that were available for shipment would be on the basis of the Christmas prices just past, with the probabilities favoring increases rather than declines.

See Increasing Costs For Sometime

"The position is extremely awkward," they write. "We fixed export prices early in 1918 of course for the season. During the year there was a steady rise in everything and as we had to buy time and again on the rising market we found our basis a long way out eventually. Again—we had two large advances in wages to face under the board which controls these little matters here now. Our 'Home' trade demand wiped up every box or package we could produce and we start 1919 with bare shelves and extremely high costs. We mention this at length because some buyers seem to think the armistice will have brought prices tumbling down. It is quite the opposite. Every trade has been starved for materials and now manufacturers are frantic to get 'pivotal' and 'slip' men back out of the army and secure materials anywhere and at any price to start a neck in front of their neighbors.

"We shall see violent fluctuations in all costs for months yet as shipping is uncertain and the disparity between 'spot' and 'to arrive' is startling.

No Immediate Delivery for Confectionery Lines

"There is no *immediate* prospect of license to export confectionery lines, but one never knows what may be sprung on us. Question of price is pretty serious. Cocoanut lines are hardly likely to come along yet. Cocoanuts are selling here at about 1/8d each in the streetbarrows, and the pre-war 'cheap' caramels are but little less now than the best qualities, as everything in fats etc., is at a very high price. Butter is 2/4d lb., and so on."

A letter from an English house engaged in the manufacture of sauces and condiments writes of ever increasing difficulties. In referring to the 1918 trade conditions they state:

Conditions More Serious Than in Previous War Years

"The general conditions remain very much the same as in our previous annual report except that in practically every direction the conditions have been more difficult and the supplies scarcer, and prices almost continuously increasing, the latter being the most marked feature of the year.

"The numerous and constantly increasing restrictions have been felt by business firms much more severely than during the whole of the previous war period and consequently the demand for supplies from customers has been more imperative than before, although the available supplies have been less."

Conditions Improving in 1919

In reference to the 1919 trade they state: "There are already indications of improved conditions in the way of the removal of some of the minor restrictions on business, but there are no increased supplies visible at present of the more important raw materials used in our business, and we do not anticipate the demobilization of our skilled employees for a considerable time to come. Until the conditions in both these respects very materially alter, we see no prospects of increasing our present supplies for export, but the moment we are able to secure the necessary materials, we will advise you."

The reports on some of the imported lines indicate the same general conditions—higher prices and increased export difficulties.

Nuts High Priced on Primary Markets

Primary points generally reveal very strong tendencies as they affect nuts. It is understood the embargo on the export of walnuts from France has been lifted but it is very difficult to get quotations on any appreciable quantity. Late cables show that Bordeaux walnuts landed here would cost in first hands between 80c and 90c or more than the present price to the retail trade. Spanish walnuts have advanced considerably too and it is very hard to get offers. There were some arrivals at New York last week and it is indicated these were not too good quality. Almonds have gone higher, the Spanish being up a full 2c, with firming tendencies shown, and Sicily is said to be a good 30 per cent. above Spanish. There is a big demand reported, Sweden now being a factor, and it is said producers are holding stocks for higher figures. The demand for shelled filberts has increased enormously. Prices are up and Spanish interests look for even higher levels. Locally the situation is without material change. Arrivals are absorbed as quickly as available and there does not appear to be any heavy stock.

Many Restrictions Go By the Board

Eight Orders Dealing With Restriction in Various Trades Affecting the Grocer and the Consumer Are Withdrawn—Improved Supplies the Reason

BY an order of the Canada Food Board, made public January 22, many of the restrictions that still existed have been withdrawn. These withdrawals are a result of the improved conditions in many commodities, notably meats, fats, sugar and flour that permit a more extensive use of these commodities. As a result the restrictions on the private use of these commodities, the use in restaurants and in manufacture have been largely withdrawn.

The following food orders are therefore no longer in operation:

RELIEF FOR BAKING TRADE

ORDER NO. 23.

That provided that manufacturers of bread and rolls should not use in each barrel of flour of one hundred and ninety-six pounds the following ingredients in excess of the following amounts: Sugar in excess of 2 pounds; malt extract or malt flour in excess of 2 pounds; fats in excess of 2 pounds; milk in excess of 6 pounds. Manufacturers shall make only single loaf or multiples thereof closely batched together, shall not wrap the bread, and shall not carry stocks of flour in excess of their demands for a period of 30 days, nor accept returns of bread or other baking products.

May Stock Supplies in Any Quantity

ORDER NO. 30.

No person shall have in his possession or under his control at any time cane sugar more than is required for a period not exceeding 14 days save as hereafter provided.

A person living at a greater distance than two miles and less than five from a licensed dealer may have 30 days' supply. Parties living at a greater distance than five miles and less than ten 60 days' supply permitted; if living ten miles or farther from dealer 120 days' supply.

Manufacturers may have in their possession or under their control sugar sufficient to meet ordinary requirements for 45 days.

Parties having sugar in excess of these amounts must return it to the parties from whom it was purchased.

Biscuit and Cake Restrictions Withdrawn

ORDER NO. 34.

On or after May 1, 1918, no person shall use in the manufacture of any biscuit product more than 100 lbs. of sugar and 40 pounds of shortening to 200 pounds of flour and substitutes, nor in the manufacture of any variety of cake more than 100 pounds of sugar, and 65 pounds of shortening to 200 pounds of flour or substitutes, nor in the manufacture of sweet dough products more than 25 pounds of sugar and 15 pounds of shortening to 200 pounds of flour or substitutes.

Moreover, the manufacture of the following products is prohibited: French or puff pastry, doughnuts, Scotch shortbread, macaroons containing more than 50 per cent. of sugar, marshmallow containing more than 20 pounds of sugar to sixty pounds of marshmallow.

Restaurant Regulations No More

ORDER No. 46.

Section 1B to section 23 of Order 46 have been withdrawn by the new order. These sections provided as follows:

Relative to public eating places, making certain changes which were found desirable in the application of Order No. 25.

In addition to public eating places, the regulations apply to all public entertainments: lawn socials; bazaars and tea meetings; public luncheons; dinners and picnics; fairs and exhibitions; lodge, club and fraternal societies' meetings; and all such places of a like or similar character. They also apply to private and semi-private luncheons, dinners, parties and picnics, where food or refreshment is served to fifteen or more persons, other than members of the family or household of the proprietor.

At the mid-day meal no sandwiches shall be served. This applies to all public eating places, including railway lunch counters. At the mid-day meal no bread and bread rolls containing more than 75 per cent. of standard wheat flour shall be used, and not more than a total of one ounce of standard wheat flour shall be served to any person in all products, including bread, buns, biscuits, pastry or other like products.

All persons subject to the eating place regulations are also required to comply with the Canada Food Board's regulations governing bakers and confectioners (Orders Nos. 16 and 34).

Use of Substitutes No Longer Essential

ORDER NO. 50.

2. On and after July 1st, 1918:

(a) Bakers, confectioners and public eating places in making any bakery product in which the amount of substitutes for wheat flour are not prescribed in Orders of the Canada Food Board Nos. 34 and 46 shall use 1 pound of substitutes to every 9 pounds of standard wheat flour.

(b) Every person in Canada who bakes for private consumption shall use not less than 1 pound of substitutes for every 9 pounds of white or standard wheat flour.

3. (a) On and after July 15th, 1918:—

Bakers, confectioners and public eating places east of but not including Port Arthur in making any bakery product in which the amount of substitutes for wheat flour are not prescribed in Canada Food Board Orders Number 34 and 46 shall use 1 pound of substitutes to every 4 pounds of standard wheat flour.

(b) Every person in Canada east of but not including Port Arthur who bakes for private consumption shall use not less than 1 pound of substitutes to every 4 pounds of white or standard wheat flour.

(c) No licensed dealer shall have in his possession for sale any white or standard flour unless he also has at all times a sufficient stock of substitutes to meet the demands of his customers at reasonable prices.

(d) No licensed dealer shall sell to any person for private consumption, east of but not including Port Arthur, any white or standard flour who does not purchase from him substitutes in the proportion of not less than 1 pound of substitutes to 2 pounds of white or standard flour or to any person west of and including Port Arthur any white or standard flour who does not purchase from him substitutes in the proportion of not less than 1 pound of substitutes to 4 pounds of white or standard flour.

(e) Every baker shall, at the time of baking, place on each loaf of bread a label or sticker bearing his name and address and the words "Victory Bread."

4. Any licensee using a label or sticker on bread which does not conform to the requirements of this Order, shall be liable to suspension or cancellation of his license by the Canada Food Board.

5. Any person authorized by the Canada Food Board or any Dominion, Provincial or Municipal officer may seize any bread not bearing the label or sticker as herein required, and any bread so seized shall thereby be forfeited to His Majesty and shall be disposed of in such manner as the said board may from time to time direct.

ORDER NO. 55.

1. The operation of sub-sections (a) and (b) of Section 3, of Order No. 50 of this Board shall be deferred until a date to be hereafter fixed.

2. Sub-section (d) of Section 3, of Order No. 50, is amended by striking out the figure "2" therein, and inserting in place thereof the figure "4."

3. Sub-section (e) of Section 3, of Order No. 50 is amended by striking out the word "shall" and inserting in place thereof the word "may."

4. Section 4, of Order 50, is amended by striking out the word "a" in the first line and inserting in place thereof the word "such."

5. Section 5, of Order No. 50, is hereby revoked.

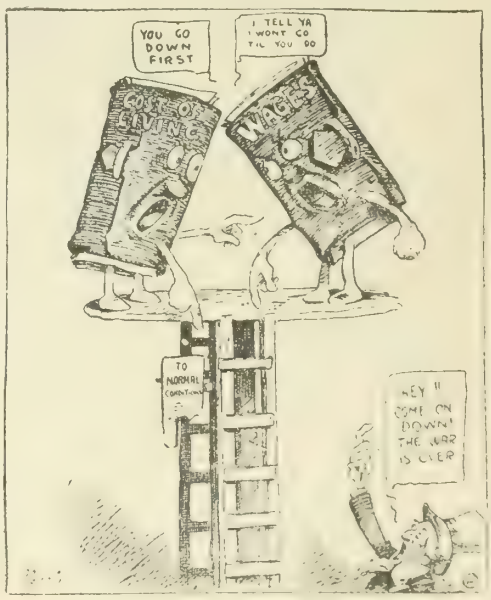
ORDER NO. 62.

Limited the manufacturer to half the normal consumption of sugar, the use of sugar in the manufacture of ice cream and the reduction in the butterfat content.

ORDER NO. 69.

No Further Need For This Order

1. Notwithstanding anything contained in any other Order of the Canada Food Board, manufacturers and dealers licensed by the Canada Food Board and consumers who may be shut off from the source of their supplies by the closing of navigation or other transportation or who live in distant isolated parts of Canada may have sufficient flour and sugar for their ordinary requirements for 200 days.



Why not go down simultaneously?
—Morris for the George Matthews Adams Service.

Canners Can't See Declining Prices

Consideration of Costs Gives Ground For Belief That Prices Will Not Decline Materially For Next Season's Pack—This Year's Pack Out of Producer's Hands and May Probably Advance

At the Convention of the National Canners' Association held recentyl in Chicago, the question that aroused the greatest interest and the most discussion was that of the price of cannery products for the coming season. It was very generally held that there were little if any chances of any material declines during the coming year. There were plenty of arguments to uphold these views, and summarized they might be stated as follows:

Reasons for Continued High Prices

First: Contracts for acreage of vegetables are being renewed at a very little reduction over last year or even with an advance, usually the latter. Producers are demanding more and in order to insure production, canners must pay more.

Second: The cost of production is higher because of increase in fertilizers and other products to the grower. There seems to be little chance of the latter being reduced in price.

Third: The prices of cans and packages may be a trifle lower, but this is the only item which enters into the production of canned foods which will be reduced, and it is not important enough to have great effect.

Fourth: The item of labor is a very decided factor in the production and there seems to be no opportunity to secure lower labor prices than obtained last year. The labor factor is an important one and is well understood in all industries. As long as the prices remain there can be no decided increase in the cost of production so far as labor items are concerned.

U. S. Pack Not as Large as Anticipated

More than that, the figures recently given out conclusively prove that the hysterical talk of the enormous tomato pack in the United States was unfounded. Instead of some 20,000,000 cases of tomatoes, estimated in the early days the figures compiled by the Food Adminstration and the National Canners' Association jointly, indicate only 15,882,372, as against 15,076,074 in 1917 and 13,142,000 in 1916, with 1915 at 8,469,000 and 1914, the year of the opening of the war, at 15,222,000 cases.

The corn figures showed 11,721,860 cases, as against 10,802,952 in 1917 and 9,130,000 in 1916. In corn, Maine led in the increase.

While these figures refer more particularly to the United States, they have their very definite bearing on conditions in Canada. A large surplus in production in the United States could not help but have its influence here, but there is every indication that there will be no such surplus and that the canners will face the new crop with a market practically bare of supplies.

Same Condition in Canada

Then too the same conditions in regard to costs obtain in Canada. Contracts have already been let, at figures well above last year, production costs are no lower here than in the United States. Labor is unlikely to be much easier. There may, it is true, be some decline in can prices, but it would be a small matter, and it will have to come quickly if it is to ease the situation, as contracts for the season's supply are usually let at about this season at the current quotations.

Stocks Out of Producers' Hands

As far as the actual situation is concerned this year, there is every indication of firmer prices. There will be no forcing of supplies in the market as stocks are practically out of producers' hands, and in those of the wholesalers, a condition that is usually followed by advancing figures, as any demand for supplies, must result in a trading between wholesalers. All fruits that remained on the market after the early demand was satisfied have been exported, with the exception of gallon apples, and these are in ready demand for export, and will be cleaned up shortly.

There has been unquestionably a little uncertainty in the market of tomatoes and peas, due to some nervousness on the part of the retailer. For three years past he has been acustomed to get only something like 40 per cent. of his order. This year he received 85 per cent. of tomatoes, and 90 per cent. of peas. After the lean years of the past it looks a pretty large order, but it is to be remembered that in former years stocks were cleaned up long before the new pack arrived, and that despite the fact that there were large imports from the United States to fall back upon. This year there will be no such imports. A large part of the pack was requisitioned by the government for the troops, and while some part of this will be released, the demand for the army will still be so large a factor, that it is not likely that there will be anything to spare for export to Canada. Moreover in Canada there have been large exports of these products also, so that while stocks in retailers' hands may be slightly heavier than usual the bulk in the country is certainly no larger than is required to adequately meet the demand.

There have been some merchants who have been fearful of a sharp decline and have been inclined to slaughter prices. This sort of thing of course has an undesirable effect, it unsettles a market for the time being, but it cannot be a very serious factor, for when that merchant has disposed of his goods in this manner he will have to again become a purchaser, to find that prices are still firm and likely to remain so. There is a very generally expressed confidence, that canned goods should maintain their present levels, and very possibly they may show advances on these figures.

Consumers' Association, Windsor, Ont., For Sale

Anyone Who Wants This Philanthropic Enterprise Can Have It For $5,000—Claims to Have Made $12,000 Last Year—Seems to Have Changed Its Location

THE Consumers' Association, Windsor, Ont.,—that "philanthropic" institution that has been selling sugar at several dollars less than cost for a number of years back—is for sale. In last week's issue, CANADIAN GROCER referred to this association being still in business although sometime ago it was refused a license by the Canada Food Board.

Recently letters have come to this paper from retailers in various parts of the country sending advertisements from local neewspaprs of the Consumers Association. These advertisements called for agents to represent the firm in various localities.

Claims a Profit of $12,000

Now they are sending out a new style of advertisement. It points out that a growing mail-order concern that made $12,000 last year is for sale. So that those answering the announcement may not know the exact source of this mail-order concern, the advertisements have been dated at "Sandwich, Ont.," which is, of course, just a short distance from Windsor.

CANADIAN GROCER knows of one individual who answered the advertisement at Sandwich. He received a reply from Windsor on the official letterhead of the Consumers' Association offering the business for sale at $5,000.

H. Martin, who has been at the head of this concern, points out he is leaving Canada and intends going to California, etc., etc., so wants to dispose of his business.

As has already been reported in these columns this concern lost its license some months ago, but when the armistice was signed, it apparently took it for granted that the war was at end and that business

could be recommenced without further application to the Canada Food Board. When the matter was brought to the latter's attention by CANADIAN GROCER it was stated the circumstances would be looked into. It may be they have been investigated. At any rate the Consumers' Association is for sale.

A Way to Find Out About Sugar

Here is a splendid opportunity for someone to find out the real reason why $10 sugar, wholesale, can be retailed at $6 per hundred. A business that can make money—$1,000 a year!—on this basis is undoubtedly an institution that should be investigated carefully. Had the Canadian Government looked into the matter sooner and gone into it very closely it is doubtful if this association would be now in the market.

U. S. MAY EXPORT PREPARED COFFEE SOON

U. S. War Trade Board May Take Action Within The Next Few Days.

The export and import department of the Canada Food Board indicates the possibility of an early return of American prepared coffee to this market. For some time past the export of all coffee has been prohibited.

The Board states that so far as Canadian regulations are concerned there are no restrictions whatever now on the importation of coffee in tins, and import permission is no longer required. The United States War Trade Board advises however that at the present licenses are not being granted for the exportation of coffee to Canada, but they expect in a few days to modify these in regard to certain grades of coffee and when this action is taken it will be given wide publicity.

HERE'S LUCK

OWEN SOUND, Ont.—W. A. McLean and Co., grocers, had a real stroke of luck when $431.55 was found in the back of a big cash register. For some time it had not closed properly and it was thought that some part was broken. When the drawer was taken out a large collection of silver coins was found, the dimes, quarters and half-dollars having escaped through a couple of small cracks into a compartment at the rear.The loss had evidently been going on for some years for a paid-out ticket dated 1913 was among the coins.

Simple Book-keeping for Merchants

How to Start With Two Books Only—Perfect Record of Transactions Can Be Kept—Position Ascertained at Any Time — Profits Easily Calculated

By C. J. MORRIS

HOW many failures on the part of retailers are attributable to the fact that the victims were not acquainted with the real condition of their affairs until it was too late to seek a remedy? In other words they have failed to keep track of their progress, or lack of progress, by a proper system of bookkeeping and in many instances a business which had in it all the elements of success has thus turned out a dismal failure.

The man who launches out on his own account is in many cases an experienced man in his line; he knows how to buy well and how to show his goods attractively. He treats his customers with courtesy and gives good service, but if he knows nothing of bookkeeping nor makes it his business to find out how to keep a proper record of his transactions so that he can find out periodically exactly how he stands he risks losing all the advantages which his experience and capability in other directions of the business should bring him.

Systems Usually too Complicated

It is not that he is unwilling to take the necessary pains or give the necessary time to it; the trouble usually is that he has very hazy ideas of how books should be kept, and all the systems which profess to make the way easy for him are too complicated to be understood without a personal explanation.

With a view to overcoming this difficulty it is proposed to show in this series of articles how a small merchant can start bookkeeping with two books only and how, with these two books, a perfect record of all his transactions can be kept. It will, further, be demonstrated how, after taking stock, he can with an hour or two's work, or even less, calculate exactly what his position is, how much he owes, how much is owing to him, and what his profits have been since his last stock-taking period. The keeping of these two books need not involve more than half an hour to an hour's work each day and could probably be carried out at odd moments during the day itself.

Any Queries Will be Answered

It will first be shown how the books should be started by anyone first commencing business and later on details will be given as to how the system can be instituted at any moment by those already in business who may wish to adapt it to their own needs. The possibility of expanding the system will also be dealt with.

As far as possible, technical language will be avoided and explanations given in everyday phraseology. Should, however, any point arise which is not perfectly clear to the reader, or should any problem occur which is not dealt with herein, any query will be gladly answered.

In order to make the system of entering up various transactions as clear as possible, a series of typical happenings in the conduct of a business will be taken and the way in which they should be entered will be explained. This series of transactions will, necessarily, cover only a short period of three or four days and this period will then be dealt with exactly as if it were for a year and a profit and loss account and balance sheet drawn up just as would be the case for the longer period. The principles of the system can be illustrated equally as well with a few entries as with those for a whole year.

Books Required

The first of the two books mentioned is called a Journal or Day-book, in which every money transaction and every case of selling or buying of goods is entered at the time it takes place. This book should be headed and ruled for single column entry thus:

Date	Page in Ledger	$	c

It is a simple account book which can be purchased at any bookseller's. The second book, which is called the Ledger, will be dealt with in the next article.

In addition to these two books we shall require two small memo books, one for entering any orders which may be received (although these can, if necessary, be entered in detail in the day-book) and the other for entering small items paid out for Petty Cash, which are not large enough to make it worth while entering singly in the larger books.

We shall also require a numbered invoice pad, with carbon copy, for goods sent out on credit or taken away and charged up to the customer. Two files will also be necessary, one for filing the carbon copies just referred to and the other for filing invoices of goods received. Either a cash register or some other system of recording the amount of each sale as it is made will also be required.

Making a Start

With the outfit now complete we open our store; having the day-book handy in which to make any necessary entries. After several persons have made cash purchases, enter Mrs. Jones, of 24 Main St., who gives an order, the details of which we enter in our order book and for

which we make out Invoice No. 1, amounting to $5.60.

We now make the first entry in our Journal as follows:

Jan. 1,
Mrs. Jones, 24 Main St.,
Goods as per Invoice No. 1 ..... 5.60

The next item which concerns us is the arrival of some goods from Anderson & Co., value $57.20, on which there are freight charges to pay of $2.75. We therefore make the following entries in the Journal:

Jan. 1,
Goods rec. from Anderson & Co. .. 57.20
Freight paid on " 2.75

The telephone collector calls for $7.50 which we pay, entering same in Journal; and so as each transaction takes place an entry is made recording same in the Journal.

At the end of four days our Journal shows the following record:

JOURNAL

	Date		Page in Ledger		
1.	Jan. 1	Mr. Jones, 24 Main St., Goods as per Invoice No. 1	5	$ 5	60
2.	" 1	Anderson & Co., Goods received	201	57	90
3.	" 1	Freight paid on goods from Anderson's	307	2	75
4.	" 1	Paid Telephone Account	307	7	50
5.	" 1	E. W. Smith, 54 High St. Goods as per Invoice No. 2	8	3	40
6.	" 1	Mr. Brown, 135 North Ave. Goods as per Invoice No. 3	2	7	20
7.	" 1	Goods received from Green & Son	202	20	65
8.	" 1	Taken from Till for Petty Cash	307	5	00
9.	" 1	Mrs. Robinson, 41 South St., Goods as per Invoice No. 4	7	8	32
10.	" 1	Mrs. Jones, 24 Main St. Goods as per Invoice No. 5	5		75
11.	" 1	Paid out for Price Cards	307	1	50
12.	" 1	Amt. of Cash Sales for day	50	52	90
13.	Jan. 2	Paid into Bank	301	52	90
14.	" 2	J. W. Robinson, 89 Western Ave., Goods as per Invoice No. 6	6	9	30
15.	" 2	G. W. Robinson, Paid on Account	6	8	00
16.	" 2	Returned from Mr. Brown, 125 North, Ave., Goods to be Exchanged, Value (Red.)	2	1	40
17.	" 2	Goods sent in Exchange to Mr. Brown, Invoice No. 7	2	1	70
18.	" 2	Mrs. Jones, 24 Main St., Invoice No. 8	5	9	35
19.	" 2	Mrs. Green, 37 King St., Invoice No. 9	4	4	30
20.	" 2	Mrs. White 89 Queen St., Invoice No. 10	9	11	15
21.	" 2	E. W. Smith, Paid on Account	8	3	40
22.	" 2	Mr. Black, 90 Upper St., Invoice No. 11	1	5	55
23.	" 2	Holden Bros., Ltd., Goods Received	203	74	00
24.	" 2	Sent Cheque to Anderson & Co.	201	56	16
		Discount		1	74
25.	" 2	Paid for String and Paper	307	3	80
26.	" 2	Total Cash Sales for Day	50	73	90
27.	" 2	Short in Till (P. & L.)	302		35
28.	Jan. 3	Paid into Bank	301	85	30
29.	" 3	Drew from Bank for Change	301	50	00
30.	" 3	Drew from Bank for Private Account	301	25	00
31.	" 3	E. W. Smith, 54 High St., Invoice No. 12	8	3	59
32.	" 3	Anderson & Co., Goods Received	201	37	10
33.	" 3	Mrs. Jones, 24 Main St., Paid on Account	5	10	00
34.	" 3	Mrs. White, 89 Queen St. Paid on Account	9	11	00
35.	" 3	Discount	9		15
36.	" 3	H. E. Edwards, 77 Main St., Invoice No. 13	3	7	40
37.	" 3	Universal Supply Co., Goods Received	204	22	30
38.	" 3	Total Cash Sales	50	64	79
39.	" 3	Over in Till	302		35
40.	Jan. 4	Paid into Bank	301	85	79
41.	" 4	Mr. Black, 90 Upper St., Invoice No. 14	1	8	30
42.	" 4	Mr. Black Paid, Cheque	1	10	00
43.	" 4	H. T. Edwards Paid	3	5	00
44.	" 4	Mrs. White, 89 Queen St., Invoice No. 15	9	17	63
45.	" 4	Mrs. Robinson, 41 South St., Invoice No. 16	7	9	38
46.	" 4	Mrs. Robinson Paid Last Account	7	8	32
47.	" 4	Paid Holden Bros., Cheque	203	50	00
48.	" 4	Cash Sales	50	83	70

The vertical lines with which the Journal is ruled are not here shown.

In the next article the method of transferring these items from the Journal to the Ledger will be explained.

(To be Continued)

War Trade Board Practically Closes Its Work

Sweeping Withdrawal of Restrictions Permits the Return of Trade to More Normal Channels—Many Foodstuffs Still Require Export License

PRACTICALLY the whole list of products that for some years past have been under the export restrictions of the War Trade Board, have now been removed from the list and may be traded in without any restrictions. It is unfortunate that the few items left on the restricted list are all food products and that the food distributing agencies are still to be under the necessity of unravelling the devious regulations regarding the export of foodstuffs.

Henceforth the Commissioner of Customs will issue a general license to shippers and importers covering all commodities except the foodstuffs detailed below and gold and silver, in place of the specific permit for each shipment which was in force until now. The foodstuffs which still require export permits from the Food Board are:

Foods That Still Require Export License

Wheat and oats, wheat flour, farina, fresh milk and cream, butter, cheese, condensed, evaporated and powdered milk, bran, shorts, middlings, pollard, gluten meal, brewers' and distillers' grains, cottonseed cake, meal and oil, linseed cake and meal, calf meal patent and proprietary cattle foods, eggs, sugars, syrups and molasses, sugar beets, clover seed, mill screenings, and screenings of grain, and canned salmon.

Export and import permits for wheat and oats must still be obtained from the Board of Grain Supervisors, Winnipeg.

Require Import License from Food Board

Foodstuffs which still require import permits from the Food Board are:

Macaroni, vermicelli, spaghetti, wheat flour, wheat and oats, candy and confectionery, cocoa and chocolate, prepared or manufactured, and sugars.

For foodstuffs, if destined for any of the American countries, any part of the British Empire, the European allies, the Far East or Africa, the general license system is adopted. Imports from Norway, Sweden, Denmark, Holland, Russia, Roumania, Switzerland and Spain will still require special permits. The foregoing modifications of restrictions on imports affects only such restrictions as were imposed by the War Trade Board.

The regulations governing prohibitions of imports such as liquors, unset diamonds, etc., still remain in force.

The Enemy Trading Act precludes the importation of all commodities from enemy countries or enemy traders.

CALIFORNIA CITRUS CROP WORTH $65,000,000

The citrus crop this year will bring into California about $65,000,000, according to figures compiled by the California Fruit Growers' Exchange. Fifty-three thousand refrigerator cars will be required to transport this crop to market, the number of cars being divided as follows: navel oranges, 21,000 cars; valencias, 19,000 cars; lemons, 11,000 cars; miscellaneous varieties, 2,000 cars. Ninety per cent of this crop is produced in Southern California.

The cold weather a few days ago had some effect upon the crop, but it will be a month before the full damage can be arrived at. Apparently lemons suffered more than oranges. The production is larger this year than expected, the acreage having been increased and the yield very materially increased. Frost damage being left out of consideration, there is a full crop of lemons; the orange crop is estimated to be a little short, the latest figures giving about seventy-five per cent of a record crop for this state. Valencia oranges are a full crop.

NIAGARA FALLS CLOSING BY-LAW QUASHED

A test case of the Niagara Falls early-closing by-law passed last May to help out in the time of electrical energy shortage resulted in a decision that the order was ultra vires.

Frank Mango was charged with having his store open for business after 6 o'clock one night contrary to the provision of the early-closing by-law. F. W. Griffiths, his counsel, pointed out that the statutes only allowed municipalities to pass by-laws to close shops between 7 o'clock in the evening and 5 in the morning.

The magistrate admitted this was correct, and dismissed the case. This test case practically puts an end to the by-law in Niagara Falls.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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MERCHANTS SHOULD MAKE THIS PRACTICE UNPROFITABLE

TWO Glencoe, Ont. merchants were recently fined $25 and costs for the old offence of selling adulterated maple sugar. It is possible that these merchants will be reimbursed by the manufacturers, but that fact will not relieve them from the aspersion of having sold adulterated goods. That fact will stand against them, quite unjustly of course, but still it will stand. There is a way for the merchant to protect himself against this stigma. He may get a Government warranty from the manufacturer that will protect him against any court action and assure the blame and the stigma being placed where it belongs. When the merchants as a whole demand a warranty for these goods that are open to question, then they will make it unprofitable for unscrupulous or ignorant manufacturers to issue goods that do not meet the Government requirements.

IT PAYS TO REMEMBER

FOUR grocers of Lindsay, Ont., were recently fined $50 and costs for selling Health Salts without a tax stamp. A Woodstock, Ont., merchant paid $52.60 for the same offence. A merchant from Drumbo and one from Embro, Ont., each were, it is hoped, wiser and certainly poorer by $50 for the same omission. A Toronto merchant paid $50 as did also a merchant of Brunner, Ont. An Ingersoll, Ont., merchant paid $50 and costs for a sale made November last. Health Salts without the stamp was also the trouble here. These are only a few of the many convictions being obtained every day because merchants are careless. Every merchant knows or should know that all patent or proprietary medicines require a stamp. One cent for every 25 cents value or fraction thereof. It is a little matter, but one that has been rather forcibly drawn to the attention of the merchants referred to above.

There is no need to learn by the painful process of experience. These instances should be a sufficient warning.

TWO VIEWPOINTS

REPORTS from the United States indicate that most manufacturers and distributors and wholesale and retail grocers doing upwards of $100,000 business yearly are relieved from the necessity of obtaining a license. Reports from Ottawa indicate that the re-licensing of many of these businesses is progressing satisfactorily.

In the United States the idea seems to be to unload disabilities of trade at the first possible moment, in Canada it seems to be to see how long they can be retained without complaint. There seems to be no more reason for their retention in Canada than in the United States.

PROFITABLE PHILANTHROPY

THE Co-operative Association of Windsor is for sale. The immense buying facilities that were discoursed of so eloquently in the circulars of the concern, and the disinterested desire to protect the public against the high cost of living that resulted in the selling of sugar well below the refiners' price are both on the market. They are purchasable for $5,000, an indication that the immense buying facilities did not entail a large outlay in plant.

It is interesting, too, to notice that this business is reported to have made $12,000 last year, whereas the business is evidently not capitalized at more than $5,000. It does not, therefore, appear to have been quite the philanthropic scheme it was represented to be. They did not make money on sugar, but they evidently made it somewhere.

THE NIGHTMARE OF COMPETITION

THE merchant who listens to the contention of a customer that she can buy certain goods cheaper elsewhere, and thereupon starts out on a campaign to see if he cannot reach bottom quicker than the other fellow, is certainly wanting in a sense of proportion. It is possible that the merchant's price may be too high, but if it is figured on a real understanding of business, this is unlikely. It is possible, too, that the customer is using the

same old bait that has been so often used to obtain favored prices. In any event, it is an item of comparatively small moment. The retailer who will spend as much time and energy devising constructive ways of selling his own goods as he does to "meeting competition" will have little competition to meet.

Many small dealers have made a nightmare of the cut price store and the mail-order house, and have confirmed themselves in their fears by cutting their prices to meet this competition. Of course, they lost out. Their very action was an admission of their own weakness.

It is time that retailers should, without exception, realize that price is only one of the elements that produce sales. A few years ago many merchants would have taken their oath that people would not buy sugar at 8 cents a pound. They have learned now that people will find a way to buy sugar 11 and 12 cents a pound about as readily as they did at 5 and 6 cents. And those same merchants should have learned that there are other ways of getting business besides selling sugar at a loss.

As a matter of fact, service is a far larger factor in sales than the mere question of price. We do not necessarily mean elaborate delivery and extensive credits. But service as it is represented in attractive store surroundings, in well kept stock, in a desire to assist the customer, and in a courteous treatment at all times and under all conditions. Service is a saner basis on which to build business than cut prices.

NO RAPID DECLINE IN PRICES

THERE are still some merchants who are disposed to fear an immediate slump in food prices. Had such a slump been coming as the result of panic, or the unloading of surplus stocks, it would have come long ere this. That it has not come, that more goods have increased in price than have declined, is an evidence of the fact that demand from a multitude of sources is making itself felt. There is not a tin of fruit in the hands of Canadian Canners, it has gone to supply the English market that has not formerly been a purchaser, and there is a gradual absorption of the vegetable pack. This is only one instance of many that might be suggested.

If the merchant be of that disposition, he may sit down and frighten himself to death with the prospects of declining prices. He may by hysterical unloading of stocks induce the same fear in others, and he may produce a temporary condition that might give some shadow of substance to his nightmore, but eventually he is bound to find that he is wrong, and in the meantime he will have lost much money.

There will be declines in prices unquestionably, but in all probability they will be so gradual as to be hardly noticeable, and will extend over a period of years. To speculate on stocks now would, of course, be a folly, but to do without stocks now from any panic fear is equally foolish. If the merchant can remember how he bought in times before the war, it might well give some criterion for present buying.

FOOD LICENSES CONTINUE

TWO weeks ago CANADIAN GROCER forecasted the probable continuance of the food licensing system for another year. Eight days later the official announcement was made public at Ottawa that the system would be continued for another year.

It was announced in the same connection that companies and stores will, as far as possible, be given the same license number as last year so that there will be no waste in material in having to change numbers on stationery, check books, etc. It is certainly satisfactory to know that this detailed work of rubber stamping a multitude of counter check books will not have to be done over again, but it is small satisfaction to a trade who were hoping that these regulations would soon be a thing of the past. It is an interesting question as to just why this should not be. With the removal of the seven or eight orders referred to in this issue, there are comparatively few of the Food Board restrictions now in force, and it is becoming daily less necessary to maintain supervision over the food trade.

It is a question as to just who is gaining by the continuance of the system. As far as any tangible results go it would seem now that no one benefits particularly. If, as has been suggested, it is merely a matter of keeping some measure of control over the trade that could be used in case of emergency, then there should be some relief from former conditions. For instance, the license fee of many manufacturers and wholesalers mounted up into the thousands of dollars, an outlay that brought them only inconvenience and loss. This heavy fee was paid and the inconveniences were met without a murmur, because it was felt that existing conditions demanded some drastic action.

The same conditions do not obtain now, however. Conditions are gradually returning to normal, every day brings improvement, and every day lessens the value of any such restrictions; it is questionable, therefore, whether these large assessments will be taken as calmly as they were in other days.

Then there is the case of the retailer who did a small fish and meat business, and for this reason was placed under the necessity of having three licenses. At any rate if the licensing system is to be continued there should not be this reduplication of license. One license should be ample to maintain the necessary influence over such retailers.

CHARGES IN REGULATION OF MILLING INDUSTRY

May Export Different Grades to Central and South America and West Indies Standard Flour Must Still be Used in Canada.

Canada Food Board has notified all millers in Canada that special permits will now be granted for those applying allowing the separation of flour into patents, clears, low grades and other flour extractions, provided such flour is only sold outside of Canada, to the West Indies, Central and South America. Permits for the export of flour to these countries will be freely granted for straight run flour or any of the separations above cited.

It is hoped that the action would relieve the mill feed situation and so have its effect on flour prices. Unfortunately, because the action came too late, the United States has had a couple of months lead in these permitted markets and they are pretty well filled up at the time.

Applications for export to Newfoundland, in order to meet the requirements of the Newfoundland Food Board, will be granted for standard flour only.

With every permit for the export of flour to any of the countries mentioned, including Newfoundland, there will be granted, at the same time, an export permit for 65 pounds of bran or shorts to every barrel of flour, and, in the case of bran and shorts, these permits will allow of the exportation to any country outside of Canada, but no other permits for the export of bran or shorts to Newfoundland, West Indies, Central and South America will be granted.

ST. JOHN, N.B., RETAIL MERCHANT URGED NEED OF WRAPPED BREAD

At the meeting of the St. John branch of the Retail Merchants' Association this week, F. A. Dykeman spoke of the thrift stamp campaign; B. R. Macaulay on the benefits of early closing and N. A. McLean on credits.

Allan A. McIntyre represented the grocery section of the Retail Merchants' Association at a special meeting of the St. John city council this week when representations regarding bread wrapping and bread prices were made. For the grocers Mr. McIntyre said that the sale of bread at an advance of two cents on a cost price of twelve was not profitable and the grocers would be glad to abandon this line, which they carried for the convenience of their customers. He expressed approval of having the bread wrapped in wax papers at the bakeries but thought the bakers should receive compensation for the extra cost. The grocers would be willing to handle wrapped bread at a profit of one cent per loaf, in preference to the unwrapped bread, he said.

WELL KNOWN FIGURE PASSES

John G. Findlay, for 46 Years Identified With the Toronto Wholesale Grocery Trade Dies in Florida After a Brief Illness

With the death of John G. Findlay on January 23 at Dayton, Florida, where he had gone to recuperate, there passed one of the oldest members of the Toronto grocery trade;

THE LATE JOHN G. FINDLAY

Who has been associated with one wholesale grocery house in Toronto for 46 years.

one whose experience is in a large measure a history of the trade in Toronto.

It was in the fall of the year 1873 that a sturdy young Edinburgh Scotchman made application for employment with the firm of Fitch & Eby, wholesale grocers, then established on Church street at the site now occupied by McWilliam & Everist. Favorable consideration of the application and the sterling qualities of the applicant soon found him promoted to the charge of the warehouse. Shortly after that date Mr. Thwaite was admitted to partnership and the firm did business as Fitch, Eby & Thwaite for several years on Yonge street. Upon the retirement of Eby & Thwaite the business was carried on by J. C. Fitch, later Fitch & Davidson; then Davidson & Hay; and for the past five years by Armstrong & Paffard, Ltd.

It was in the earlier development of the business; in the days when sugars and molasses and prunes reached this market largely in hogsheads; in the days when the convenience of the telephone was not even thought of, that Mr Findlay was offered the position of shipper, then as now a post of heavy responsibility. Being a young man at the time he accepted the promotion with some misgivings, but before he had been engaged any length of time he gave ample evidence of his ability to handle the work successfully, so much so that "John," as he was familiarly known on the street, was soon recognized as one of the premier shippers in the business.

None who came in contact with him but were impressed with his unswerving loyalty to his principals and their interests; his personal sacrifice in a wholesouled desire to discharge his duties faithfully and well, and his guiding idea never to leave to to-morrow what could be accomplished to-day. William Logan, who was associated with the business even longer than Mr. Findlay, paid him the tribute that during his long service of 46 years he had never known him to be reprimanded for neglect of duty.

Until a few months ago, notwithstanding failing health, the late Mr. Findlay continued his duties as shipper for Armstrong & Paffard, Ltd. In October however he was obliged to discontinue, and it was hoped that a visit to Florida would restore his health. Apparently, however, the end was nearer than expected and he passed away at Dayton on Thursday evening of last week. He leaves behind him a record unsurpassed in the city for splendid service and faithful discharge of duty, and the CANADIAN GROCER, with his many business associates and friends, extends to his wife and family its heartfelt sympathy in their bereavement.

PROPOSED EXPRESS RATE INCREASE WILL SERIOUSLY AFFECT CREAMERY BUSINESS

REGINA, Sask., Jan. 24.—If proposed express rates go into effect, it will cause a handicap to the dairying interests of the West which may put Western Canada off the map as an exporter of butter, according to J. A. Caulder of the Saskatchewan Creamery Company, Moose Jaw. Mr. Caulder in discussing the question stated that the proposed increases would run from 75 to 150 per cent., or an average increase estimated at more than 100 per cent.

In the creamery business Mr. Caulder said the present charge on cream is 2 cents per pound, and the new tariff would mean that either the producer would get 2 cents less for butterfat or the consumer would pay 2 cents more for his butter. If all the butter, made in the country were sold in the West it would make little difference, but as the prairie provinces were now large exporters of butter and had to compete in the world's markets with lower tariffs the increase would be a handicap.

Referring to ice-cream shipments Mr. Caulder stated that companies were requesting an increase in this line of 37½ per cent., which would mean in Moose Jaw alone an increase in the receipts of the express companies of $200 per day in the summer season.

On butter, according to Mr. Caulder, it was calculated that basing figures on the amount of butter in Moose Jaw in 1918, the new rates would mean an increase in the cost of cream delivered at Moose Jaw of $10,000 and an increase in the province of probably $100,000.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

C. D. Davis of the W. B. McKay Company, Sussex, N. B., is dead.

R. H. Silver has been elected president of the Halifax Board of Trade.

M. Aranoff has opened a retail grocery and meat store in Main street, St. John.

The secretary of the St. John Board of Trade has received from Il Credito Italiano de Milan, Italy, a detailed statement of Italy's commercial possibilities, with an invitation to join in promoting trade between the two countries.

A. A. Wetmore of Pudding, Wetmore, Morrison, Ltd., has been selected as the city's representative on the board of conciliation which is being appointed to deal with issues between the city and the policemen's protective association. H. Colby Smith, of A. C. Smith & Co., was selected by the other two members as chairman.

Retail grocers of Fairville, N. B., have been closing at seven o'clock on two evenings a week and keeping open later on others are planning to close at that hour every night but Friday and Saturday. One merchant has taken the lead.

When almost any organization in St. John feels in need of an energetic president it seems to be the custom to elect T. H. Estabrooks of Red Rose Tea. Mr. Estabrooks added the presidencies of the George's Society and the Board of Trade Building Co., Ltd., to his list this week.

Quebec

James Lancaster and Timothy Riordan have been registered under the firm name of Murphy & Riordan.

H. Villeneuve & Co., wholesale and retail fruits, Montreal, have been incorporated.

La Compagnie La Langevin, biscuit manufacturers of St. Hyacinthe, have dissolved partnership and have been succeeded by Langevin & Fils.

Calce & Co., Montreal, have dissolved partnership, Carmine Calce being registered.

Eliza J. Merrill, Eaton, has been registered under the firm name of G. E. Merrill & Co.

Geo. Guilbert and Amadee Bibeau have been registered under the firm name of Guilbert & Bibeau.

P. E. Denis, general merchant, Ste. Veronique, has been succeeded by Louis Moquin.

Ontario

Jos. Shore, Ottawa, has sold out to A. D. Pleet.

L. T. Lortie, grocer, Ottawa, has sold his assets.

D. S. Gillis, grocer, Cornwall, has sold to G. A. Irwin.

Mrs. D. E. Munro, Auburn, has sold to R. D. Munro.

W. A. Brown, Belmont, is selling out to Roy Butterick.

D. J. Towns, grocer, Hamilton, has sold out to A. J. Marlatt.

Matilda Vogan, grocer and confectioner, Toronto, has sold out.

Leon Boileau is retiring and is advertising his business for sale.

J. A. Mackness, Chatham, has been succeeded by Berkby & Elgie.

W. B. Holland, grocer, London, is advertising his business for sale.

Albert E. Howie, grocer, Toronto, has sold out to D. Ratcliffe & Son.

The Provincial Produce Co., wholesale produce, have suffered loss by fire.

The Dresden Flour Mills, Limited, has recently been incorporated with head office at Dresden.

Dunkin & Irwin, groceries and tobacco, Cornwall, have dissolved partnership, G. A. Irwin retiring.

W. F. Morley, of W. F. Morley & Co., wholesale grocery brokers, Toronto, left on Monday of this week to spend a few days in New York City on business.

Eugene Moore, fruit broker, Toronto, leaves Toronto February 9 for an extended trip to California. Mr. Moore plans on holidaying for six to eight weeks.

Milton Wilde, manager of Wm. Patterson & Sons, candy manufacturers, Brantford, Ont., was a Toronto visitor early in the week, calling on the trade in the interests of his firm.

S. McCandless has purchased the grocery business that has been conducted for many years by Wm. Cross, Strathroy, Ont., who has been compelled to retire owing to failing eyesight.

John G. Reid, Toronto manager, Atlantic Sugar Refineries, Montreal, was in Montreal Tuesday of this week attending a convention of the branch managers and sales representatives of the company from Winnipeg to St. John, N.B.

W. J. Chambers & Co., Scott street, Toronto, have been appointed general sales agents for the American Steel Wool Manufacturing Co. Inc., New York City. Mr. Chambers was formerly with Brandram-Henderson. Steel Wool is a cleaning and smoothing polish used in the house for polishing purposes.

The Tamworth Farmers' Co-operative Association with head office at Tamworth, and the Beamsville Farmers Co-operative Company with head office at Beamsville, have been incorporated recently to buy merchandise for their members and to sell the goods produced by those members.

J. Cooper, grocer, of Earlscourt Ave., Toronto, was knocked down by an auto truck when crossing north Dufferin street in front of the public school recently and severely injured, three of his ribs were broken and his mouth was cut open.

Watson & Lloyd, Fort Frances, are taking a step in the right direction in closing their business at 6 o'clock.

Gillies & Ireland, proprietors of the Wellington County Creamery at Arthur, are contemplating the establishment of a creamery at Allandale.

Western

Sam Edil, Yorkton, Sask., has sold out.

J. H. Reid, Isle La Crosse, Sask., has sold out.

Sam Gold & Co., Herbert, Sask., have dissolved partnership.

R. Whitefoot, general merchant, Ravenscrag, Sask., is dead.

Dillon Bros., general merchants, Tompkins, Sask., have sold out.

S. D. Blair & Co., general merchants, Admiral, Sask., have sold out.

A. G. Bridger & Co., general merchants, Coleville, Sask., have sold out.

Borke & Co., general merchants, Hampton, Sask., has sold to Kroptovastick Bros.

W. B. Scanlon, grocer and confectioner, St. James, Man., is discontinuing business.

The estate of C. R. McKeen, general merchant, Cadillac, Sask., is advertising its stock for sale.

H. Homstein, general store, and F. W. Dobson, suffered in the fire that visited Brock, Sask., recently.

The estate of Isaac Loowen, general merchants, Osler, Sask., has been succeeded by Kohler & Abrams.

Holland & Corneliusen, general merchants, Starbuck, Sask., have been succeeded by Corneliusen & Herbert.

Mr. and Mrs. W. F. MacBean and Miss Helen of Moose Jaw, Sask., are visiting in the east. Mr. MacBean is on business.

The Bishop Milling Company of Battleford, Sask., are operating day and night and are engaged entirely on local orders.

C. H. Fair of the W. W. Cooper Company, Swift Current, Sask., has accepted a position as manager of the Hudson Bay Company, Lethbridge, Alta.

Klein Bros., after five years in the butcher business at East End, Sask., have disposed of their interests in the business to S. L. Provan.

Creamery men of the West have organized under the Western Canada Creamerymen's Association to, work in conjunction with the National Dairy Council. Officers elected at the organization meeting at Saskatoon were: President, J. M. Carruthers, Crescent Cream-

ery, Winnipeg; vice-president, P. Pallesen of Central Creamery, Calgary; secretary, J. A. Caulder, Moose Jaw.

Harry Nemetz, general merchant at Keyes, Man., is closing that business and selling his entire stock of general merchandise within two weeks. Mr. Nemetz is succeeding to the Byam general store business at Zelma, Sask.

The work of reconstructing the flour mill of the Northland Milling Co. at Moosomin, Sask., is progressing favorably and the plant will be in operation again shortly. The mill when completed will have a capacity for handling from 500 to 600 barrels of flour a day, and will employ 25 or 30 hands the year around.

Swift Current Board of Trade, composed of the business men of the city, held their annual meeting recently and elected officers as follows: President, Jack Wood; vice-president, A. J. Wigmore; executive committee: T. H. Retvedt, A. S. Bennett, W. B. Mann, G. K. McEwan, S. R. Moore, I. E. Argue, J. A. Rollefson, A. J. Russell, C. S. Hammond and H. J. Watson.

ATLANTIC SUGAR REPRESENTATIVES MEET

Managers of branches and sales representatives of the Atlantic Sugar Refineries, from Winnipeg to St. John, N.B., convened at the head office of the company in Montreal on Tuesday of this week. Discussions on conditions arising out of the termination of the war were indulged in and the sales campaign for the present year outlined and commented upon.

APPOINTED SPECIAL AGENT

Harold Seddon Secures Appointment as Special Agent for Lea & Perrins For Both Eastern and Western Canada.

Lea & Perrins, sauce manufacturers, Worcester, England, have appointed Harold Seddon, who has been their Western Canadian representative, as special agent for both Eastern and Western Canada. It is understood that Mr. Seddon will manage the Canadian advertising and sales campaign which the company is undertaking. Mr. Seddon's headquarters at present are at Montreal. He came east from Vancouver some days ago.

TORONTO GROCER CLOSES AT 5 O'CLOCK

Efforts are being made in all lines of retail business to shorten the hours of labor. Some stores in the east end of Toronto, notably Swan Bros., King St. East, are trying out shorter hours for Saturdays, and have commenced to close at five o'clock.

Swan Bros. have long closed at six and found no difficulty in doing so all the week and they anticipate equal success in the five o'clock movement. They have used a rubber stamp to stamp on their counter billheads notice to their customers of the new closing hour.

WAREHOUSING COMPANY BRANCHING OUT

The Winnipeg Warehousing Co. and Williams Storage Co., Winnipeg, Man., under the direction of William R. Williams, is branching out. F. W. Wood, formerly connected with the H. L. Perry Co., Ltd., Winnipeg, has been appointed to the position of traffic manager. The storage business was begun in 1911 at

WILLIAM R. WILLIAMS
Manager of two Winnipeg warehousing concerns.

288 Princess Street, Winnipeg, by the Williams Storage Co. At that time they had 11,000 square feet of storage space. Since then buildings have been taken over from the A. R. Williams Co. and C. S. Turner Co., making three warehouses, with 84,400 square feet of storage space.

ADVERTISING MANAGER OF CANADIAN MILK PRODUCTS COMPANY RETURNS FROM THE MEXICAN BORDER

G. B. Levis, who enlisted in the American Army a year and a half ago, is back in his old place as advertising manager of the Canadian Milk Products Company, Toronto. Mr. Levis joined the Aviation branch, and for upwards of a year has been a machine gunner with the aviation patrol guarding the Mexican border.

Mr. Levis admitted that it was an adventurous life. They were engaged in mapping the country, and as a result, almost daily moved to new quarters, so that the pilots had small chance of getting accustomed to landings, and there was always the chance of ending in some ditch in a cotton field. Mr. Levis himself was among those present on one of those interesting occasions, but escaped with comparatively light injuries. It was a pleasant country generally, he reports; inhabited mainly by rattlesnakes and scorpions, that were all too close when wrapped in a blanket on the ground. However, he enjoyed the life while it lasted, and was equally overjoyed when it was over. His many friends will be more than glad to hear of his safe return.

W. M. MACKAY RE-ELECTED PRESIDENT ASSOCIATION OF CANADIAN ADVERTISERS

At the recent meeting of the Association of Canadian Advertisers held in Montreal the officers for the coming year were elected. It is interesting to note what an important part is played in the Association by those who are directly or indirectly interested in the grocery trade. In the list of officers and new directors there is only one name to whom this would not apply. The officers elected were: W. M. Mackay, Davis & Sons, Montreal, vice-president; of Lever Bros., Limited, Toronto, re-elected president; W. C. Betts, of S. J. R. Kirkpatrick, of E. W. Gillett, Ltd., Toronto, treasurer. New directors were L. R. Green, of Tucketts, Ltd., Hamilton, Ont.; B. H. Bramble, Canadian Chewing Gum Co., Toronto; G. F. Morrow, Atlantic Sugar Refineries, Ltd., Montreal; E. M. Emery, Lake of the Woods Milling Co., Montreal; D. George Clark, McClary Manufacturing Co., London; W. T. Gregory, Cowan Company, Toronto.

New Goods Department

Steel wool is a new product on the Canadian market. It is being marketed through the wholesale grocery trade. The manufacturers are the American Steel Wool Manufacturing Company, Inc., New York City. W. J. Chambers & Co., Scott St., Toronto, are their selling agents.

Steel wool is a fine soft wool made of steel, and is used for cleaning and polishing household utensils, particularly aluminum, as well as for glass, tile, enamel, garden implements, factory machinery, the garage, etc.; also for re-

moving paint, enamel or varnish from a wooden surface. The manufacturers claim for it several more important uses. It is put up in two sizes, one to retail at 15 cents, and the other at 35c a package. The package is in three colors: red, white and blue. There are also a number of grades made, some finer than others, each for certain purposes.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

PRIMARY points report a very strong situation in walnuts, almonds and filberts. The embargo on the export of walnuts from France has been lifted, but offerings are small and prices are at a level which would mean a higher cost laid down in first hands than the present selling prices to the retail trade. Spanish walnuts are in a very similar position, prices being high, offers hard to get, and reports on recent arrivals at New York indicate shipments to be none too high a quality.

Almonds from Spain are up 2c per pound, with higher prices probable, Sicily being 30 per cent. higher than Spanish. Indications seem to be that producers are holding for higher prices. Sweden, always a big user, is in the market for heavy supplies, and other European countries are absorbing quite large quantities. The situation in filberts forms a parallel to other lines, Spanish interests predicting higher costs on these.

For the present it is hard to get a quotation on cereals, the market being very uncertain. Better conditions are looked for shortly, and whereas lower prices may develop, the declines are not expected to prove a very serious or disturbing factor in the trade.

MONTREAL—A considerable number of changes have been made in the price of staple and other lines. Lower prices are quoted for some lines of rice, although one grade is up 20c. Split peas are lower and molasses has declined in one quarter 3c. Shelled peanuts are easier to the extent of a cent per lb.

The cereal list has undergone considerable change, cornmeal, corn flour, rye flour, rolled oats and oatmeal all being reduced in price. The tendencies are naturally lower on these lines owing to the dearth of business and the prices of grain.

Ground sulphur is reduced in one quarter half a cent, and Canadian sardines are quoted down in the same quarter. Grapes, lemons and oranges are all easier. Broken caustic is down 75c per cwt., and lettuce is 50c per box lower.

A slight advance is made for seedless raisins in packages, and barrel apples and imported green beans are considerably firmer.

TORONTO—Importations of Comadre figs have reached the city. The quantity arriving is comparatively small, and prices are considered fairly high.

It is indicated that the export demand for dried fruits has clarified the situation materially, prunes showing an advance at United States points of 2c, and seedless raisins 1c per pound. Neither one of these is in plentiful supply, and the assortments offered are by no means the best. True, they are better than at first expected, but that these lines will be very scarce before another crop is available seems a conservative statement.

Beans have sagged considerably this week. What the market really is can hardly be determined. There are lots of beans, but few buyers, and even the low prices offered in some quarters do not seem to have stirred up much enthusiasm.

The announcement from Washington that January price on hogs in the United States was to be maintained for February has exercised a steadying influence on the market here. The declines in live hogs the past couple of weeks have resulted in lower prices being named on fresh cuts of pork, along with bacon and hams.

Lambs are also slightly easier, but choice beef remains at unchanged figures. Eggs are easier, the declines amounting to 2c to 3c per dozen. Dairy butter is down slightly, too, but creamery remains unchanged. Business is considered fairly good.

QUEBEC MARKETS

MONTREAL, Jan. 29.—The changes this week are mostly of a lowering nature. There is still a rather quiet condition, and the jobbers are hoping for a resumption of business on a more active scale. Weather conditions are unseasonable and do not assist in making trade active.

Ground Sulphur Down; Broken Caustic, $7.50

Montreal.

SULPHUR, CAUSTIC.—Ground sulphur is easier and has declined in one quarter to 3½c per pound, this being a reduction of ½c. Broken caustic soda, which was lower last week, has again been reduced. This amounts to 75c per 100 pounds, the price being at present $7.50 per 100 lbs.

Basis Holds For Refined Sugar

Montreal.

SUGAR.—The basis is steady and unchanged for refined sugar. There is a better delivery of raw stocks from the seaboard and refining goes ahead in better shape all the while. Selling is being pushed to a considerable extent and the only change made is that of the jobbers withdrawing the practice of

prepaying carriage charges and including these with the invoice.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.		9 95
Acadia Sugar Refinery, extra granulated		9 95
St. Lawrence Sugar Refinery		9 95
Canada Sugar Refinery		9 95
Dominion Sugar Co., Ltd., crystal granulated		9 95
Icing, barrels	10 15-	10 30
Icing (25-lb. boxes)	10 55-	10 70
Icing (50-lb. boxes)	10 35-	10 50
Do., 1-lb.		11 05
Yellow, No. 1	9 75-	9 55
Yellow, No. 2 (Golden)	9 45-	9 55
Yellow, No. 3	9 35-	9 45
Powdered, barrels	10 05-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	18 85-	10 95
Do., 2-lb. pack.	11 95-	12 05
Paris lumps, barrels		10 55
Paris lumps (100 lbs.)		10 65
Paris lumps (50-lb. boxes)		10 75
Paris lumps (25-lb. boxes)		10 95
Paris lumps (cartons, 5-lb.)		11 70
Do., (cartons, 2-lb.)		12 45
Crystal diamonds, barrels		10 55
Crystal diamonds (boxes 100 lbs.)		10 65
Crystal diamonds (50-lb. boxes)		10 75
Crystal diamonds (25-lb. boxes)		10 95

Canned Fruit Goes; Vegetables Quiet

Montreal.

CANNED GOODS.—Jobbers have been receiving orders for canned fruit, but canned vegetables are not so active. There is a feeling that the early spring will see a revival of demand and that prices will be maintained is the present view of several. So soon as export can be arranged it is likely that there will be more export still of various supplies.

"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 15
Do., ½s, flat	1 20	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 65	2 75
Pale, ½-lb., doz.		1 37½
Pinks, ½-lb., doz.		1 62½
Cohoes, 1-lb. talls		4 35
Cohoes, 1-lb. flats		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines—Canadian brands (as to quality), case	6 40	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, dz., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)		6 75
Canned Vegetables and Fruits		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		0 95
Tomatoes, 2s		1 25
Tomatoes, 3s	1 85	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½
Specialties		**Per gal.**
Olive oil (pure), 1 gal. tins		7 50
Do., ¼ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls. 50 gals.), gal.		2 50
Olives (in bls, 49 wine gals.), gal.		1 35
Olives, Queen, gal.		1 45

Three Cents Less Asked For Molasses

Montreal.

MOLASSES, SYRUPS.—A decline of 3c per gallon has been effected in one quarter for molasses. This is evidently a reflection of the somewhat curtailed demand, and with high prices there is not a great deal of heavy distribution. At the same time the importing price on molasses to-day is high, and the landed cost figures close to $1 per gallon. Syrups are steady and unchanged.

Corn Syrup—	
Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses	Prices for Island of	Montreal
Puncheons	1 05	1 08
Barrels	1 08	1 11
Half barrels	1 10	1 13

For outside territories prices range about 2c lower.

One Rice Higher; Others Go Down

Montreal.

RICE, TAPIOCA.—One line of rice—Pakling, is higher in price to the extent of 20c per hundredweight. Other grades are slightly lower, and the supplies being large, there is a tendency to easiness. The movement is just fair.

Ice Drips Japan (per 100 lbs.)		11 25
Carolina	12 50	15 00 16 50
Siam, No. 2		9 00 9 75
Siam (fancy)		10 50 11 00
Rangoon "B"		8 70 9 25
Rangoon CC		8 40 8 85
Mandarin		10 00
Pakling		8 60 8 70
Tapioca, per lb. (seed)		0 13 0 14
Tapioca (Pearl)		0 13 0 14
Tapioca (flake)		0 12½

Shelled Peanuts One Cent Less

Montreal.

NUTS.—The market rules steady and the only change is that of a reduction of 1c for shelled peanuts. The market supplies are not heavy, some state, while others claim that there is plenty of variety still to be had.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 16½	0 17
Salted Spanish, per lb.	0 23	0 24
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14

FLASHES FROM THE WEEK'S MARKETS

New-laid eggs are easier this week, declines amounting to from 2c to 3c per dozen. Let the trusty hen be encouraged in her present activities.

* * * *

The first importation of Comadre figs has just reached the city. Prices are high but the quantity is limited.

* * * *

And now comes an export demand for prunes and raisins. The result—higher prices and decreasing supplies. Who wants to be a boarding-house keeper, anyway?

* * * *

Bacon shows a slight decline and hams are also easier this week.

* * * *

Honey is in brisk demand despite fairly high prices, and is moving out steadily.

* * * *

There have been some declines in cereals and feeds during the week.

Latest reports on beans reveal a rather subdued tone. Prices are easier and demand within very narrow channels.

* * * *

Grape juice has been revised to higher levels this week.

* * * *

Molasses has been in somewhat light demand and has declined 3 cents a gallon.

* * * *

Raisins are inclining to firmer figures, despite freer receipts.

* * * *

Cocoa is still in strong demand at good figures.

* * * *

Imports of tea have been very light of recent date. Prices remain firm.

* * * *

Oranges are lower, prices being shaded about 25c per case this week. Bananas are in active demand—the price is up ½c per pound to 6c.

Peanuts (salted) —		
Fancy wholes, per lb.	....	0 40
Fancy splits, per lb.	....	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85	0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Raisins Are Freer; Seedless Firmer

Montreal.

DRIED FRUITS.—Supplies of raisins are freer and a firming of price for seedless in the 11-oz. package is reported from one quarter. Some feel that there will be an oversupply ere long, with deliveries promising well, but as yet there does not seem to be any indication of this. Restrictions are gradually lessening in the States, and export licenses are not so difficult to secure. The recent easing in this respect applies primarily to raisins.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $5.50; 4-crown cluster, $6.50-$6.75; 5 crown, $7.50; 6 crown cluster, $7.00-$8.75.		
Muscatels, loose, 2-crown	....	0 14
Muscatels, loose, 3-crown, lb.	....	0 15
Malaga Raisins (5¼-lb. bxs), 3 cr.	....	1 75
Do., 4 cr.	....	2 00
Do., 5 cr.	....	2 25
Do., 6 cr.	....	2 75
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	....	0 10¾
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50	8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice) —		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
Prunes—		
Santa Clara	0 80-0 90	0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	....
100-120s	....	0 10½
Oregon, 30-40s	....	0 16½
50-60s	....	0 18½
60-70s	....	0 17½
70-80s	....	0 16½

Split Peas Easy; Beans Are Slow

Montreal.

BEANS, PEAS.—There has been an easier feeling for split peas, and quantities are selling at around 6½c per pound. The movement is not very heavy and favorable prices are offered to move supplies. The bean situation is still unchanged and the outlook is no more promising than it was.

Beans—		
Canadian, hand-picked, bush.	5 50	5 70
British Columbia	6 00	6 60
Brown Beans	....	6 00
Japanese	6 50	7 00
Yellow Eyes	7 00	7 50
Rangoon beans, per bushel	6 00	6 50
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	4 00	4 50
Peas, split, new crop, per lb.	0 06½	0 07
Peas (blue)	0 09	0 10
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffee Sale Fair On Steady Prices

Montreal.

COFFEE, COCOA.—Locally the coffee market is quite unchanged, and the market rules steady on the recent changed quotation basis. Supplies are said to be ample but not excessive, and this would seem to apply to the New York market as well. Orders are coming to hand in fair volume. Cocoa is enjoying a steady sale on a maintained basis.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Teas To Move; Imports Less

Montreal.

TEAS. — There have been many enquiries from the trade for supplies of tea, and while the movement is not large, yet it is expected that there will be a real improvement in the course of a few weeks.

As indicating the situation with regard to supplies, it is pointed out that imports for the month of December were down another four million pounds. This will make a real effect upon the future holdings in Canada.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

Local Spices Steady; But Trade Light

Montreal.

SPICES. — Comparing values, the prices quoted here to-day are less than the quotations at point of production freight and charges considered. It is therefore pointed out by some of the importers that there can be no great reduction expected in prices here. Trade is on the light side.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 7[illegible]
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

High Prices Held For All Honey

Montreal.

HONEY, MAPLE PRODUCTS. — Under very steady and considerable demand, honey holds steady and firm. The high prices do not appear to have caused a cessation of purchasing, and various grades are passing out steadily.

There is nothing new with regard to maple products, the supplies being limited and prices firm.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Rolled Oats Less; Corn Down, Too

Montreal.

CEREALS.—Various reductions have been made in cornmeal, oatmeal and rolled oats. This is the immediate result of an easier grain market, and there is a great desire to stimulate business, which has served to create a nominal price basis for some lines. There is not a great deal of trading. White corn flour, being in very light demand, has been reduced in price also.

Self-raising flour	....	....
8-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	5 40	6 00
Cornmeal	3 50	4 50
Barley, pearl	5 50	6 25
Barley, pot, 98 lbs.	3 90	4 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs. (As to grade)	7 00	7 25

Cornflour, white	5 00	5 10
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	...	5 75
Oatmeal (standard-granulated and fine)	1 90	5 25
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 100 lbs.)	6 50	7 00
Rolled oats, 90-lb. bags	4 40	4 75
Rolled oats (family pack.), case	5 00	5 60
Rolled oats (small size), case	1 90	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	5 75	6 05	6 25
Tapioca flour, lb.	0 15	0 16

Feeds Are Down; Flour Quiet

Montreal.

FLOUR AND FEED.—There is a dearth of business for flour. Those in the market are not anxious to stock up, and the mills, realizing the risk in making up too much flour, have ceased milling altogether, or are operating on a much-reduced basis. The only change made is that of a new arrangement whereby small bakers can secure supplies at the same price as they secured formerly for taking rather large quantities.

Feeds are down considerably, and there is a fair supply in hand of shorts now, although prices are the same on both bran and shorts.

Wheat Flours—		
Mixed car lots on track	....	11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers	....	11 25
Add 20c for delivery for small lots.		
Shorts, car lots on track	....	42 25
Bran, per ton, car lots on track	....	37 25
Crushed oats	52 00	58 00
Barley chop	47 00	55 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	....	60 00
F.O.B. Ft. William	....	55 00
Feed oats, per bushel (as to grade)	0 83	0 95

Green Beans, $5.00; Lettuce Lower

Montreal.

VEGETABLES.—The price of imported green beans has soared, and these are selling at $5 in baskets. Boston lettuce is a bit lower at $4 per box. Potatoes are steady and held without change at $1.60 to $1.90 per bag, according to grade. There is not a great deal doing.

Artichokes (bag)	....	2 25
Beans, new string (American) basket	....	5 00
Beets, bag	0 75	1 00
Brussels Sprouts, quarts	....	0 20
Brussels Sprouts (doz.)	....	1 00
Cucumbers, Boston (doz.)	....	6 00
Cauliflower (imported), doz.	....	3 50
Cabbage, bbl.	....	1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	....	1 00
Celery, California (6-7 doz.)	....	13 50
Horseradish, lb.	....	0 20
Lettuce (curly), box (3-4 doz.)	....	2 50
Lettuce, Boston, box	....	4 00
Leeks	....	3 50
Mint	....	0 60
Mushrooms, lb.	....	1 00
Basket (about 3½ lbs.)	....	3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	....	0 50
Parsnips, bag	....	1 50
Parsley (Canadian)	....	0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag	....	1 90
Potatoes (sweet), hamper	3 50	4 00
Romane	....	0 50
Spinach, box	....	1 00
Turnips, per bag, Montreal	....	1 50
Turnips, Quebec	....	1 75
Tomatoes (hothouse), lb.	....	0 40
Tomatoes, crates	....	8 00
Watercress (Can.)	....	0 50

Lemons, Oranges Less; Apples Up

Montreal.

FRUITS.—There is a firmer undertone to the apple market, and some are even asking as much as $11 per barrel for best grades. The sales are fairly well maintained even at the high rates. Oranges are down considerably, as are also lemons, and grapes are on a somewhat lower basis too.

Apples—		
Baldwins, No. 1	7 00	8 00
Blenheims	5 00	5 50
Greenings	7 00	8 00
McIntosh Reds (best)	8 50	9 50
Gravensteins, No. 1	4 50	5 50
Spys	7 50	9 50
Russets	....	8 00
Kings, No. 1	....	6 50
Do., No. 2	....	6 00
Wagners	....	7 00
Apples (in boxes)	3 50	3 75
Bananas (fancy large), bunch	4 50	4 90
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)	....	9 00
Do., (med.)	7 50	8 00
Emperor, keg	....	7 50
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons (fancy new Malagas)	....	6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box	....	4 00
Pears, California (110 size)	....	5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida	....	5 00
Oranges Calif. (200 size)	6 50	7 50
Oranges, Calif. (100-126)	6 50	7 50
Oranges (Mexican)	....	5 00

ONTARIO MARKETS

TORONTO, Jan. 29.—A substantial lowering of prices on beans has been recorded during the week, and it seems hard at the moment to determine just what the market is. Cereals are still somewhat unsettled, but there seems to be a better feeling, which, it is thought, may in a week or two develop to a point where values can be determined. It may mean slightly lower prices, but not enough to seriously affect the trade. Peanut butter is lower, while grape juice shows a slight revision upward. Primary markets on walnuts, almonds and filberts are very strong. Business is considered very fair.

Sugar Now in Plentiful Supply

Toronto.

SUGAR.—Indications are that sugar is now in plentiful supply, and whereas the movement to the trade is comparatively small, it is steady and shows some signs of improvement. Manufacturers are becoming bigger users, and it is expected operations will soon be at a capacity basis with the majority. Prices have held without change at following levels:

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Grape Juice Up; Peanut Butter Down

Toronto.

GRAPE JUICE, PEANUT BUTTER.—A slight change in sizes of packages has been made in Marsh grape juice and prices revised towards slightly higher levels. On the new basis, quotations range as follows: Individual, cases 6 dozen, $6.25 per case; medium, cases 2 dozen, $6.00 per case; large, cases 1 dozen. $5.50 per case.

A lower price has been named on Squirrel brand peanut butter, quotations being made at following figures: 1 lb., $3.60 per dozen; 5 lb., $16.50; 15-lb. pails, 25c per pound.

A readjustment of prices has been made in some quarters on Gold Dust washing powder and quotations now arrived at are: 100s small, $5.15 per case; 50s medium, $5.15 case; 24s large, $5.90 case.

Jello in 2 dozen boxes is being quoted at $1.25 per dozen.

Molasses Holds; Syrups Steady

Toronto.

MOLASSES, SYRUPS. — An unchanged market rules in molasses. Barbadoes still rules high and this tends to curtail importations somewhat. Supplies of most grades are considered fair in view of the rather limited demand just at the present.

Syrups are steady and unchanged this week. The demand for all grades is reasonably quiet, but reasonable activity in another two or three weeks seems to be generally expected. Some shading of prices to move stock a little more quickly to make room for incoming supplies is reported.

Corn Syrups—	
case	5 60
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 10-lb. tins, white, ½ doz. in	
Cases, 5-lb. tins, white, 1 doz. in case	5 90
case	5 10
Cases, 2-lb. tins, white, 2 doz. in case	5 30
Barrels, per lb.	0 07¼
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40
Cases, 10-lb. tins, yellow, ½ doz. in	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	

Cane Syrups—		
Barrels and half barrels, lb. ..	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.	....	0 56
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	5 50
Tins, 3-lb., baking grade, case of 2 doz.	....	7 40
Tins, 5-lb., baking grade, case of 1 doz.	....	....
Tins, 10-lb., baking grade, case of ⅞ doz.	....	....
West Indies, 1½s, 48s	....	6 95

Fair Movement Canned Goods

Toronto.

CANNED GOODS. — There is a fair movement of canned goods reported and indications seem to be that when present stocks in jobbers' hands are exhausted, they will be hard to replace. The canners seem to be pretty well cleaned out of stocks and supplies in wholesalers' hands are not generally thought to be heavy. Marmalade is reported to be moving very well with prices showing an upward trend from last season's levels.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins.....	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz...	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.....	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Export Demand Clarifies Situation

Toronto.

DRIED FRUITS.—Reports would indicate that the export demand for all dried fruits has clarified the situation materially and higher prices have been quoted on prunes and seedless raisins, the former being up 2c and the latter 1c according to late figures. Stocks of both these lines are very small and assortments offered within very small compass. Importation of Comadre figs is now reported as arrived. Prices are considered quite high, but available quantity is small.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	....	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case....	....	5 00
Cal., 8 oz., 20s, case.....	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11¾	0 12½
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled.....	....	0 24
Choice, 25-lb. box, peeled....	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets..	0 15½	0 16
Seeded, 15 oz. packets	0 14	0 16
Seedless, Thompson's, 25s	0 14	0 16
Seedless 16-oz. packets	0 15	0 16
Do., Bakers, Thompsons ...	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Better Tea Demand Reported

Toronto.

TEAS. — A somewhat marked improvement in the demand for tea is reported. This is encouraging and would indicate that supplies throughout the country are being cleaned up pretty well. Supplies of tea are good, but the selection is by no means the choicest. Prices remain firm and unchanged.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Market Rules Firm

Toronto.

COFFEE.—There is no indication of any let up in the high prices attained at primary points and the outlook seems to be a continuation of present scale of quotations for some time to come. Supplies are ample to meet requirements of the trade and a fair movement to retail channels is noted.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Show Little Change

Toronto.

SPICES.—There is little new to report in the situation locally, only a fair demand being in evidence and prices holding without material change. Cream of tartar seems to be somewhat weaker and coriander reveals a somewhat easier tone as well. Latest cables from primary points, however, show prices higher than those of the past month. A fair export movement is reported from New York and domestic demand is more active and covers a very fair range of items.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s ..	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar—		
French, pure	0 90	1 00
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.....	....	6 75
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Apples Very Firm; Oranges Easier

Toronto.

FRUITS.—A very firm market is reported in both boxed and barreled apples. Local supplies have stiffened in some quarters and some lines of imported apples show an upward trend. Oranges are somewhat easier this week locally, quotations generally being down about 25c per case. Indications are that oranges are moving rather slowly just at the present time. According to some advices the situation in bananas is just the reverse, the demand being considered excellent. Prices have stiffened ½c per pound to 6c this week. The range of quotations on the various lines follows:

Do., B.C., McIntosh Reds, box	...		3 00
Do., B.C. Jonathans, box	3 00		3 25
Do., Rome Beauty, box	3 25		3 50
Do., Winesaps, box	3 25		3 75
Do., Spys, box	2 25		3 25
Do., Greenings, box	2 15		2 25
Do., Baldwins, box	2 15		2 25
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	7 00	6 50	....
Baldwins	7 00	6 50	5 00
Spys	8 00	7 00	6 00
Bananas, per lb.			0 06
Grapes			
Do., Malagas, bbl.	13 00		14 00
Grapefruit—			
Florida, 46s	5 00		5 50
Do., 54s, 64s	5 00		....
Do., 70s, 80s, 96s, 126s	5 75		6 00
Oranges—			
California navels, 100s	....		5 00
Do., 126s	5 50		5 75
Do., 150s	....		5 75
Do., 176s	....		6 00
Do., 200s, 216s, 250s	6 00		6 50
Lemons, Cal., case	4 00		5 00

Celery Scarce; Parsnips, Carrots Down

Toronto.

VEGETABLES.—Reports from primary points indicate a marked scarcity of celery, and local stocks are cleaning up quite rapidly even at the high prices. Florida celery is in short supply and at present prices is considered almost prohibitive for local market. Carrots are being quoted at an outside figure of 75c per bag, and parsnips are down to 90c per bag in some quarters. A car of Delaware sweet potatoes is reported as arriving, the price being $3.25 per hamper.

Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	2 75	3 00
Carrots, bag	....	0 75
Cauliflower, California, 12s, case	....	4 00
Celery—		
Do., California, 4½ to 10 doz. to case, case	12 50	13 50
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head	....	....
Do., Do., Florida, large hampers	....	6 50
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	....	2 25
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	....	0 75
Parsnips, bag	....	0 90
Peppers, green, dozen	....	1 00
Potatoes, sweet kiln dried, hamper	....	3 25
Potatoes, Ontario, bag	....	1 50
Do., N.B. Delawares, bag	....	1 85
Spinach, Louisiana, bush. hamp's	....	3 00
Turnips, bag	....	0 75

Flour Interest Is Lacking

Toronto.

FLOUR.—There is practically no interest in the flour market at the present time. Domestic trade is fairly active but the absence of export demand results in a generally quiet position. The order of the Food Board permitting the milling of patents for exports came just a few weeks too late, the markets to which the export is allowed now being glutted with supplies from other sources, consequently the order does not improve the immediate position of the milling companies.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

No New Factors In Mill Feeds

Toronto.

MILL FEEDS.—An open market to the south for the export of mill feeds would, it is believed, improve the milling situation generally. This would quite probably result in higher prices to the farmer but it is a question if now, with cheap coarse grains, his purchases would be so very heavy at the enhanced values. The question naturally arises—wouldn't the farmer be better off selling his wheat even though any purchases he made of mill feeds were made at higher figures, than holding his wheat and only paying present prices for feeds? Indications are that the Government standard feeds have not proved a success from a sales standpoint, and it is stated that the Government has disposed of some of their purchases on the American market without bringing some through to Canada.

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Market Hard To Determine

Toronto.

CEREALS.—As far as oats and corn are concerned it is hard to determine what the market really is. Some millers have ceased quoting altogether until conditions steady down somewhat. In spite of the uncertainty, however, there is a somewhat better feeling in respect to these grains, and the opinion is expressed that another week or two will see a market from which values can be determined. They may mean somewhat lower cereals, but not sufficiently so to cause undue worry or serious loss according to well-informed authorities. Quotations shown can really only be termed nominal on oat and corn products.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 75
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 85	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 85	5 50
Oat Flour	5 50	6 20
Potato Flour, lb.	....	0 18
Rolled Oats, 90s	4 40	4 75
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 06½	0 07¼
Blue peas, lb.	0 11	0 15
Linseed Meal, 98s	8 50	8 75

Above prices give range of quotations to the retail trade.

LOSS TO CALIFORNIA CITRUS CROP 15 PER CENT.

Careful Estimates Place Damage at This Figure—Lemon Growers Have Suffered More Than Orange

Based upon a detailed survey by its Field Department covering all the citrus districts in Southern California, the California Fruit Growers Exchange estimates that the shipments of citrus fruit for the season will be reduced about fifteen per cent. by the several cold nights between Christmas and New Year's. The survey shows that usual frost conditions prevailed and that the lower districts and low spots elsewhere suffered the most injury.

Lemons were injured more than oranges, where the conditions were similar, but lemon orchards are more generally protected with heaters and a larger percentage of the season's crop has already been moved; also there are about 1,000 carloads of lemons in storage in the packing houses. The lemon damage is largely confined to the small fruit, which would not have matured until summer or fall, and the supply for the next several months will not be materially affected.

WESTERN DISTRICTS URGE RAILWAY EXTENSION

The livest question in the West to-day is railway extension. The question is being given consideration by the legislative bodies of the provinces, and by the cities, towns and municipalities in all parts of the prairies. Every board of trade and merchants' association is considering the needs and requirements of their particular district, and the Government is being deluged with petitions from almost every constituency. In Saskatchewan the question is particularly live in view of the fact that the Legislature is now in session, and from south, and north, east and west the cry is the same. Little has been done in the way of railway construction during the war, and during these years the need has increased steadily.

Southern Saskatchewan municipalities regard the situation as most critical and they are making a strong bid for immediate extension of railway facilities. Swift Current Board of Trade is acting for the municipalities in the western part of the province. Humboldt Board of Trade is pressing for the completion of the Humboldt-Melfort branch of the Canadian National railway. Yorkton is anxious for the linking up of the south-eastern part of the province with the north-eastern district by a line 66 miles long from Sturgis to Hudson's Bay Junction. Regina wants communication with the south-west by the extension of the C.N.R. Avonlea line to the city. Announcements of great importance to all parts of the province are expected shortly, and any extensions decided upon will open up new avenues of business for the wholesale and retail interests of the province.

CALIFORNIA OLIVES SHORT AND HIGH PRICED

A light crop of olives is reported from California, the yield being estimated at about 65 per cent. of normal. Difficulty is being experienced in getting labor and orchard costs are higher than ever before. According to reports from the coast some buyers are offering from $100 to $300 a ton for missions, and queens are selling for $300 to $375 a ton. Prices on canned olives have not been announced but will be high, judging from the cost of the fruit at the orchards.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 28.—Lard, threes down to $17.60, while compound threes are quoted at $14.70. Washington fresh eggs are selling at $21.00 a case; storage stocks are cleaned up. Domolco and ginger bread molasses are up 15 cents case. Rolled oats dropped 15 cents, and Red Cross pickles are quoted slightly lower. Cheese, large, are quoted $28.50 to $30.00. Tomatoes, twos, quoted at $2.90 case. Navel oranges are selling $5.50 to $7.00. Lemons, $6.50 to $7.00. Grapefruit, $6.00 to $7.00 case. Bran and shorts are very scarce here.

Beans, Kootenashi	....	12 00
Beans, Calif. Lima, med.	....	0 15½
Beans, B.C.	....	10 50
Do., large	....	0 20
Flour, 98s, per bbl.	....	10 50
Rye flour, 49s, per bbl.	....	11 20
Cornmeal, 24s, per bbl.	....	11 00
Rolled oats, 80s	4 10	4 20
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 28½	0 30
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	17 60
Compound, 3s	....	14 70
Eggs, new-laid, case	....	21 00
Eggs, No. 1 storage, case	....	....
Eggs, fresh, Washington, case	....	21 00
Candied peel, lemon, lb.	....	0 34½
Do., orange, lb.	....	0 36½
Do., citron, lb.	....	0 39½
Tomatoes, 2½s, stand. case, spot	3 75	4 25
Tomatoes, 2s	....	2 90
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	....	2 85
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 18
25s, lb.	....	0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	5 50	7 00
Oranges, Florida	....	....
Lemons, case	6 50	7 00
Grapefruit	6 00	7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 29.—Weather has been mild all the present month, and citizens, who have been laying in large stocks of meat, owing to high prices, are, in some cases, having difficulty to keep it. Bar chocolates down to 5 cents. Fresh eggs are commanding 75 cts per dozen. Sago, 12 cts., and tapioca, 13 cts., both slightly lower. Lard, 3's, $18.75. Evaporated apples, 18½c gallon. Apples, $2.85. Canned corn is quoted at $4.85, and peas, standards, at $3.45.

Beans, small white Japans, bu.	....	5 60
Beans, Lima, per lb.	....	0 14
Flour, standard, 98s	....	5 45
Rolled oats, bails	....	4 35
Rice, Siam, cwt.	....	8 75
Sago, lb.	....	0 12
Tapioca, lb.	....	0 13
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1 Ontario, large	....	0 30
Butter, creamery	....	0 53
Lard, pure, 3s, per case	....	18 75
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 75
Eggs, storage	....	0 55
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	4 25
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
Potatoes, bushel	....	1 15
Apples, Washington, box	2 90	3 00
Pears, Washington, box	....	4 00
Grapefruit	6 00	8 00
Cranberries, bbl.	....	15 00
Florida oranges	....	6 50
California oranges	10 00	12 00
Pineapples	....	5 75
Cranberries, bbl.	....	15 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 28.—In expectation of a gradual decline in prices, continued evidence of which is shown in week's list, buying is slow and cautious and dealers are endeavoring to unload stock. Pork and products show reduction. Pure lard is quoted 32 to 32½c, and compound at 27½ to 28c. American pork is selling $56 to $60. Cornmeal is lower and is quoted $3.50 to $3.60. Cheese is at 29 to 30c, and fresh eggs 60 cents. Case eggs are 53 to 55c, and tub butter 42 to 45c. Florida oranges, $7.00 to $7.50. Molasses, 95 to 97c.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	....	$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 50	3 60
Rice, Siam, per 100	9 00	9 10
Molasses	0 95	0 97
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 29	0 30
Eggs, fresh, doz.	....	0 60
Eggs, case	0 53	0 55
Breakfast bacon	0 38	0 40
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 42	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 32	0 32½
Lard, compound	0 27½	0 28
American clear pork	56 00	60 00
Beef, corned, 1s	....	4 80
Tomatoes, 3s, standard, case	....	4 40
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 90
Peas, standard case	....	3 30
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	....	....
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	1 75	2 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	8 00
Oranges, Florida	7 00	7 50
Grapefruit, case	6 50	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

THROWS PEPPER IN GROCER'S EYES

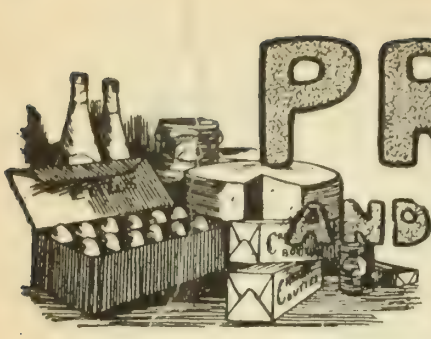
Thief Uses Unusual Weapon to Gain His Ends

A stranger, with his face blackened, walked into the grocery store of Foley Devillano, on Niagara Street, St. Catharines, Ont., near the new canal, this morning and asked for a package of tobacco. The proprietor turned to fill the order when the man threw a quantity of black pepper into the groceryman's eyes. As Devillano endeavored to brush the pepper out of his eyes he was hit on the head and body with a heavy instrument, and, though badly cut, partly dazed, and his arm broken, he closed with his assailant and put up such a fight that the thug was obliged to make a getaway. Devillano, who was taken to the General and Marine Hospital, was able to give a good description of the thug, and the police have put out a dragnet.

NEW REGINA FIRM

Guise & Smith is a new firm of manufacturers' agents and brokers in Regina, Sask. The members of the firm are C. H. Smith and F. C. Guise. Both have had considerable experience in the grocery and confectionery trade in Saskatchewan. Both of them were members of the H. G. Smith Co., Ltd. staff, wholesale grocers, Regina, for some years. Mr. Smith went overseas in the fall of 1915 with the 79th Cameron Highlanders. Mr. Guise has recently been discharged from the Royal Air Force.

The contract for the re-building of the mill of the Maple Leaf Milling Co. at Welland has been awarded to J. H. Tromanhouser, of Toronto.



PRODUCE AND PROVISIONS

Evolution of the Packing Industry

How the Hog Furnishes Man With a Large Portion of His Most Nourishing Food—The Fresh Cuts and Curing—There is Also the Sausage—Industry Not Unlike Mechanical Organization—The Processes Employed

Information secured through the courtesy of the Swift-Canadian Co., Toronto, Canada

IN looking up Webster's Dictionary for a definition of pig or hog, the writer in both instances was referred to swine. Looking up swine then this is the definition which Mr. Webster placed on the word: "A hog; a pachydermatous mammal of the genus Sus, which furnishes man with a large portion of his most nourishing food. The fat or lard of this animal enters into various dishes in cookery."

There in part is the real meaning of hog as outlined by Mr. Webster many years ago. After a trip through a modern packing plant one can well see that Mr. Webster was well informed, though he might have been lacking in the details as to how the hog "furnishes man with a large portion of his most nourishing food." The fact remains, however, and one has only to mention tenderloins, spare ribs, bacon, ham or many other lines to realize how true this is. But the object of this story is to tell somewhat of the processes involved in furnishing the housewife with the many choice cuts served her by the retail dealer.

Cleanliness Marks Operations

There are undoubtedly many who look on the packing business as anything but an agreeable one—who regard those engaged in it as perhaps semi-savage. This attitude in respect to the business or those who have adopted this highly specialized field for their activities is absolutely unwarranted. There is nothing repulsive or loathsome and this is a point which cannot perhaps be too strongly emphasized. Cleanliness marks the operations of the packing industry from the time the hogs or cattle enter the runway until they are loaded into refrigerator cars on their way to the retailer. This was the factor which throughout the entire period consumed in making the round of the plant impressed itself most strongly in the mind of the writer.

Packing Business Well-Oiled Machine

A tendency to jump from one process to another is evident in this talk, but as far as possible the operations will be given in their proper sequence. It might be said that the term methodical fits in here and it does, too, in as far as it does not convey the idea of slowness. The expression highly specialized was used before — it is the correct term. Speed, gathered from a knowledge of just what is to be done, is evident. Each individual worker has a position and a certain detail of the work to do—the organization might be termed a well-oiled mechanism, the operations are so precise and thorough.

One associates the packing industry very largely with the activities on hogs. This being the case then, the processes involved will be outlined as clearly and briefly as consistent with the incorporation of the full details.

Starting With the Hog—Then What?

First the hogs come into the runway—they are then hung up by their hind legs, "stuck" and left until the blood has left their bodies, after which they are thoroughly washed. The chains which fasten hogs up are attached to pulleys running on tracks. In this way the hog proceeds through all operations, which means the greatest possible ease in handling.

The next step is to scrape and clean the hog. It is first scalded in a large vat, then sent through the scraper—a multitude of fine blades which fit onto the shape of the animal, removing all signs of bristles or dirt. From the scraping machine the carcase travels along on the rail from one point to another, the men stationed at each of these performing a certain operation which soon results in the hog being opened up, its heart, liver and other organs being removed. These various organs are passed over to Government inspectors, who examine the heart and liver, etc., of each hog to determine if there is any disease whatever. These inspectors do nothing else, and when they pass on the condition of a hog their ruling is final. It is either fit for human consumption or it is not. In the latter case the diseased hog is disposed of and this loss is sustained by the packer. The final processes in preparing the dressed hog consist in thoroughly washing away all clinging particles of blood or fat, and a singeing which removes any traces of bristles the scraping machine may have left. From the "operating" room the hog is sent through on the system of track employed to the cooling room which by the refrigeration process employed chills the hog thoroughly, but does not freeze it. The chilling process takes from 24 to 48 hours.

The Fresh Cuts and Curing

The succeeding operations are no less skilful. From the cooling room the hogs are sent through to be cut up for the various fresh meat cuts or curing processes. They are first laid on clean metal tables, where the hog is cut into half a dozen pieces and these sent through to different departments on the floor below for further handling. Here is where the back of bacon, the tenderloins and the hams, etc., are all selected. The various lines to be cured are separated from the others and after passing inspection as to grading are sent to the curing rooms, located on one of the other floors. Here there is a large row of huge curing vats, where the various cuts are stored in different degrees of brine, until they are properly cured. This process is watched very closely, as it is exceedingly important if the desired results are to be obtained. After being cured the cuts of hams, bacon, etc., are sent to the "smoke house" where they are hung on racks, suspended from tracks running into the various smoke house compartments, for the final smoking process.

When the smoke has reached the proper density the doors to the "house" are opened and the rack with its precious load sent in to be smoked. An interesting point here is that the fire from which the smoke comes is three floors below the point where the meats enter. This it is stated eliminates the possibility of the meats being partly overheated and thus having their rich flavor spoilt. It

also insures the getting of the full benefit of the hickory smoking.

Rigid inspection marks the entire series of operations. When the hams or bacon leave the smoke house for the shipping room they are subjected to further tests to see that the curing has been successful. There are no loopholes through which improperly cured meat can escape, and this is true of every department—careful watching is employed. All hams and bacon when cooled from the smoking are ready for shipping and are then weighed, wrapped and packed to be sent on to the retailer. The processes from there on are well known to the trade.

There is Also the Sausage

But there are other items to be taken into account. In cutting up the hogs there are many loose ends of fat and lean meat which must of necessity reveal themselves. These are assembled in equal proportions and sent through to the sausage room, where they are put through the mincer, through the stuffing machine into the casings, and there you have the small pork sausage.

Sounds simple, doesn't it?—and it is, too, but the term mincer might perhaps be explained a little further. In the case of the highest grade sausages, large semi-circular shaped knives rock back and forth slowly over the surface of a large wooden revolving table. These cut the meat into very fine shreds, but do not squeeze out any of the goodness as a more rapid process, or really mincing process, might do.

From the process of "shredding" and thoroughly mixing the fat and lean proportions, the meat is taken to the sausage stuffers. Incidentally it might be mentioned that the casings are cut up beforehand into long lengths and tested to see that there are no breaks. A further test, that of running water through, is employed just before the meat is put into the casing. The casing is slipped over the end of the sausage stuffer, the lever switched over and the casing is filled. Girls measure off exact length of the individual sausage, twist and send on through to the shipping room where the weighing, wrapping and putting into cartons is done. Only a sufficient quantity to cover the orders of the day is so prepared.

The Cooked Hams

It might be said that taking the hogs as a basis, a parallel or even an advanced process can be shown in their preparation for market for every other animal prepared by the packing plant. Even the cooked meats, of which these are many, are represented in pork by hams.

These are carefully selected in their fresh stage, the bone removed, rolled and tied, and in this form go to the cooking room. The cookers are large, circular vats, the water in same heated by steam to the correct temperature and each lot is given a certain amount of cooking, found by tests to produce the most satisfactory results. The hams when cooled are wrapped in waxed paper before being wrapped for shipment.

One might go further and describe the processes with each of the animals treated, but very few go through the extensive operations of the hog. Taking the lambs as an example these are sold whole—the actual cutting up is done by the individual butchers.

Packing Business Not Unlike Mechanical Organizations

The operations leading up to their preparation for market are not unlike those outlined above. A system of trackage along which the suspended lambs travel eliminates heavy lifting, and eases and speeds up the work materially.

There are few perhaps who have not heard stories told of the operations connected with the assembling of an automobile. Men are stationed at intervals along a moving platform and they are entrusted each with one single detail in connection with putting the automobile together. It may be only a bolt they have to put in place, but that is their function in turning out the completed machine. They each represent a cog in the smooth operation and expeditious handling of the automobile, and there is nothing in the handling of lambs—in fact all of the animals—more resembles from the time they enter the runway until they enter the cooling rooms than the mechanical precision of an automobile or other large manufacturing plant.

The Processes Employed

After the lambs are killed, the first man hangs the animal up by one foot—the next puts the braces or stays in place which stretch the animals feet apart so that the man next in line can begin the process of skinning. This work is handled by half a dozen or more men, each of whom loosens the skin from where the man ahead left off until it has been entirely removed from the carcase.

The dressing of the animal is handled in much the same manner and Government inspectors are on deck here, too, to examine the heart, liver and other internal organs for signs of disease. The final processes embrace a thorough cleansing of the animal, particles of fat and blood being removed before sending through to the cooling room to be chilled.

Cleanliness the Watchword

The question may arise—how is all this carried on and still the claim that cleanliness predominates? Isn't there an accumulation of dirt which must result in the handling of the animals? The packers are quite willing to admit that there is a certain amount of what may best be described as slop during the day's work. But this does not accumulate. Each night when the day's run has been completed, every department is washed down with water and steam. This cleaning-up process starts at the runway, too, and follows the course of the animals in the various operations they go through so that by the time the last animal has been sent along to the cooling room, the cleaners are right behind with their hose. When they have completed their work, there are no evidences of the day's activities noticeable. The floors and walls have had the last traces of pork, lamb or beef removed from them and one could eat a meal in the surroundings of the operating rooms without any compunction as far as cleanliness is concerned.

What Refrigeration Means

At many points reference has been made to the cooling rooms and the chilling process. Without a perfected system of refrigeration it might be truly said the packing industry would not be possible on so extensive and successful a scale. For the successful preservation of meats, butter, eggs or margarine, a refrigeration system such as the one employed must be a big factor in curtailing loss which would otherwise result. By it, dry, cool air is constantly circulated through the various cooling rooms, and when so desired a temperature which will freeze the meats solid can be secured. This is particularly employed in the case of beef or poultry for export shipment, these items being frozen to board-like solidity.

Care in Handling Eggs

In the case of eggs, cool, dry air is constantly being circulated through the storage rooms. Careful inspection is very necessary to avoid loss in eggs. Before going into storage each egg is candled by expert candlers. They become so proficient that it is seldom an egg gets by in any way tainted. Speed is one of their mottoes, too, an average of twenty-five to thirty cases per day being candled with a high rate of thirty-five cases being sometimes put through. But not only are the eggs candled when placed into storage—they go through the same process before being shipped out again. Every care to maintain the grades at their highest point is exercised.

Butter Cut As Wanted For Day's Orders

Butter is no less carefully watched than any other line. The storage is kept at the temperature found most suitable and only as the orders come in is the butter cut up for shipment. It is stored in 56-pound boxes and when sold is brought out to be cut up and packed in the one pound cartons. It is first cut

into what might be called slabs, then cut again into rectangular blocks, in which shape it goes through the butter machine, is pressed into a solid block the thickness of the print and cut again the exact size required for the one pound block. Each block is weighed to make the one pound net, then it is wrapped in waxed paper, put in the cartons and when packed in the wooden cases containing 50 one-pound cartons is ready for shipment.

The Making of Margarine

There is another manufacturing process, however, which might be mentioned briefly, though it is developing to a greater extent all the time: that is, the making of margarine. At the outset there were two vats, one in which the finest selected creamery butter — free from all coloring—was heating; in the other was the oleo, which when brought to the proper temperature with the melted butter was carried in nickel tubes to what might best be described as the churn or mixer. Here all the ingredients are thoroughly worked together and when completed sent through a quick chilling process which brings the particles of margarine to the surface. These are assembled in wooden trucks and taken through to an adjoining room where the mixture is worked up into solid blocks ready to be cut and packed into cartons. The process from here on is not unlike that of cutting butter. One point which became conclusively evident as the cartons were finalyl sealed was that the margarine was not touched by the hands at all. Throughout the various processes nickel tubes, wooden shovels and small wooden spades were employed to handle the product.

How Lard is Handled

Perhaps the question of how lard is dealt with should have been mentioned before, but it is not too late now to say a few words in reference to this commodity. The fatty portions of the hog which are not utilized in any other way are assembled and sent to what is known as the refinery. Here they are rendered and clarified and as wanted brought through to the yard room for packing. The lard is heated to a very high point and run through nickel tubes to a trough-shaped receptacle which adjoins a big long cylinder. This cylinder is cooled to a point so that when it revolves through the trough containing the hot lard, a thin film adheres to the cylinder. The lard in this state is scraped off into another trough which contains a long screw something similar to that in a food chopper. This revolves and forces the lard through nickel tubes which run along tables where girls are standing ready to pack it into the various containers. The nickel tube is tapped at intervals and there is sufficient pressure so that the lard is forced out through these taps as wanted. As in many other departments only a sufficient amount of lard is run through each day to take care of the orders on hand, insuring a constantly fresh supply.

Throughout the entire course of the [illegible] through the packing plant, perhaps the most outstanding feature was the cleanly manner in which all products are handled. The packing business is undoubtedly thorough; it is highly specialized; it is like nothing more than a mechanical organization in its precision and attention to detail. Every care is exercised that the foodstuffs turned out are up to a standard. There is nothing repulsive—once again let it be said, it is cleanly.

OTTAWA PURE FOOD SHOW WILL FEATURE FISH

OTTAWA, Jan. 24.—At the retail grocers' meeting in Ottawa on January 23rd, T. Bowman presiding, it was decided to add fish as a new feature at "The Central Canada Exhibition Pure Food Show."

Fish will be prominently brought to the notice of the visitors and a campaign carried on by the retailers to boost sales of well-known kinds of fish as well as to introduce others which only need to be eaten once to be appreciated.

The packers and wholesale firms from coast to coast are being approached by the association and a great variety of brands will be shown.

Results so far indicate that every inch of space will have been let long before the exhibition.

STATUS OF FARMER AS FOOD HANDLER

REGINA, Sask., Jan. 24.—The status of the farmer in selling produce of the farm has been under discussion in Saskatchewan, and many inquiries have been directed to the Canada Food Board office. The secretary, L. E. Mutton, Regina, has made a pronouncement to the effect that where the farmer, vacant lot gardener or fisherman is a producer of food, he does not need a license to dispose of his own produce. In the disposal of his own goods which he himself has produced he is free to do so in any reasonable way he may see fit, alive or dead, wholesale or retail. In order to buy and resell, however, Mr. Mutton takes another view of the question. This he would regard as a retail or wholesale transaction and the farmer doing such a business would require a license. Also in conducting the business of a slaughterman, that is in killing stock for others, a farmer or any other person needs a license.

RUMOR THAT ARMOUR & CO. HAVE BOUGHT TORONTO PROPERTY

Superintendent for Canada Denies All Knowledge of Any Such Move

There has been a rumor going the rounds of the Toronto stockyards that Armour & Company had purchased a 35-acre tract north of St. Clair avenue, Toronto, known as the Hayden House property, for the erection of a large packing plant. This property has recently been used by the Royal Air Force.

Mr. Duval, the superintendent of the Armour & Company interests in Canada, in answer to an enquiry, stated to CANADIAN GROCER, that he knew of no such move on the part of Armour & Co. and certainly did not think it at all probable. The company, he stated, at present had a plant at Hamilton valued at upwards of a million dollars, and had also distributing warehouses in other centres.

SMALL PACKING PLANT COULD NOT LIVE ON GOVERNMENT MARGIN

In referring to the closing of the Chatham Packing Co. recently, "The Financial Post" had this to say:

"The closing of the plant of the Chatham Packing Company, Chatham, Ont., recently, because it was found impossible to operate at a profit on the margin permitted by the Government, is an indication of the soundness of the contention of "The Financial Post," raised at the time of the packing investigation, that a too rigid regulation of profits would mean strangulation of business.

"The larger packers, by reason of their turnover, can operate on a margin that this instance proves hopelessly inadequate to meet the needs of a smaller plant. In this way this rigid limitation tends to eliminate the very competition that might be expected to regulate profits.

"In a recent article appearing in these columns it was shown that the large American concerns were operating on a profit basis around 2 per cent., and showing at least some profit on that business. The head of a large Canadian packing plant, commenting on this report, made the statement that the average profit of the Canadian packing firms would be less than this figure. That is of course lower than the basis of profits permitted by the Government, yet these companies are presumed to be making satisfactory profits. But they are making it on a basis of an enormous turnover. In the case of the small plant the turnover, being a mere fraction of the other, and the operating costs being spread over this comparatively small burden of business instead of the heavy outturn, of necessity reduces the profits of these plants to the vanishing point; such conditions must eventually eliminate the smaller packer."

CLAIMS CARELESS PACKING DISCOUNTS GOODS

West Indian Demand for Canadian Goods Strong But Care Must be Taken in Shipping.

A St. John merchant on his return from the West Indies reports an increasing demand for Canadian goods, but says there are two principal complaints. One is that sufficient care is not taken with regard to the character of some of the goods sent, and the other is with regard to the packing. For instance, Canadian jam is greatly preferred to the British article, but in this line fault is found with the methods of packing for shipment.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 29.—Live hogs declined materially, and are quoted at $17. This has been followed by reductions for dressed pork and for loins, shoulders and legs. There has also been a revision of two cents per pound downward on hindquarters of beef. Breakfast bacon is easier in price on some grades. Lard is lower, too.

Margarine and butter are held in price, with fair demand for the former and steady good sale for butter being reported. Cheese is firm. The egg market is lower, new-laids being quoted at 63-65c per dozen on larger receipts. Poultry is unchanged. There is a quiet fish market, and prices are without change.

Lower Prices on Fresh Cut Pork

Montreal.

FRESH MEATS.—Live hogs are down to $17. This has meant a revision downward for dressed varieties, and abattoir stock is selling at $23-$23.50, and country-dressed at $18-$20. Leg of pork, trimmed shoulders and loins are also slightly lower in price. Hind quarters of fresh beef, steers, heifers and cows are quoted down about two cents per pound.

FRESH MEATS

Hogs, Dressed—		
Abattoir killed, small	$23 00	$23 50
Sows	18 00	18 50
Hogs (country dressed)	18 00	20 00
Hogs, live	....	17 00
Fresh Pork—		
Leg of pork	....	0 30
Loins	0 33	0 35
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	....
Trimmed shoulders	0 24	0 24½
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 20 $0 26 .Hind quarters..	$0 18	$0 23
0 14 0 18 .Front quarters.	0 14	0 16
0 28 0 35 .... Loins	0 25	0 28
0 20 0 26 ..... Ribs	0 20	0 24
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 27	0 26
Lambs—fresh killed	0 26	0 28
Do., frozen	0 26	0 27
Sheep	....	0 20

Breakfast Bacon Lower; Hams Hold

Montreal.

CURED MEATS.—The market shows but one change this week, that being a lower price for bacon. The range for this is now 38c to 45c per pound, according to quality. Hams are held without change, as are also salt meats.

CURED MEATS

Hams—		
Medium, smoked, per lb. (Weights) 10-16 lbs.		0 36
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 38	0 45
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 28	0 28½
Long clear bacon, small lots	0 28½	0 29
Fat backs, lb.	0 29½	0 30
Barrel Pork—		
Canadian short cut (bbl.)		$54 00
Clear fat backs (bbl.)		58 00
Short cut clear pork (bbl.)	52 00	54 00
Heavy mess pork (bbl.)	....	51 00
Bean pork (bbl.)	....	49 00

Cooked Meats Quiet, Prices Are Held

Montreal.

COOKED MEATS.—There is not a great deal of trade for cooked meats, and the price basis is unchanged. Packers could handle considerably more business, and the outlook is for ample supplies in this market.

COOKED MEATS

Head cheese		0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 48
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast	0 51	0 55
Shoulders, roast	0 46	0 52
Shoulders, boiled		0 44

Lard Lower, Offerings Big

Montreal.

LARD.—Another decline has been recorded for lard this week. Tierce price is now as low as 27½c, and the undertone is rather weak. Stocks are said to be larger than expected, and the demand has been limited. Under a desire to stimulate business, the basis is more or less nominal, and further revision downward will not come entirely as a surprise.

Lard, Pure—		
Tierces, 400 lbs., per lb.	$0 27½	$0 28
Tubs, 50 lbs.	0 28	0 28½
Pails, 20 lbs., per lb.	0 28	0 28½
Bricks, 1 lb., per lb.	....	0 29

Price is Held on Shortening

Montreal.

SHORTENING.—There is not a great deal of movement for shortening, but the price has held, notwithstanding. With lard in so favorable a basis it is unlikely that there will be a big sale for the compound product at this time, unless the basis should be lowered.

Shortening—		
Tierces, 400 lbs., per lb.	0 25½	0 25¼
Tubs, 50 lbs.	0 25¾	0 26
Pails, 20 lbs., per lb.	0 26	0 26¼
Bricks, 1 lb., per lb.	0 27	0 28¼

Margarine Moves, Basis the Same

Montreal.

MARGARINE.—Some report a freer movement of margarine, while others are not so encouraged. The price of butter continuing high, many are using the substitute to a considerable extent nevertheless. The basis is unchanged this week, and supplies are ample.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.	....	0 30

Butter Export Big, Price is Firm

Montreal.

BUTTER.—The heavy export of butter has served to maintain the price basis, combined with the heavy consumptive demand in this city and district. While the receipts for many months have been greatly in excess of those for the same period the year previous, the export and home demand have combined to make quite ready consumption of the supplies.

While reductions totalling a considerable amount have been made in the Chicago market, the prices there have been greatly inflated, and even now the quotations are on somewhat of a parity with prices here, and the fluctuations there have been on fresh butter. Storage is firm here, and some expect it to hold firm until spring, when new-made may force prices down.

Butter		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Cheese is Steady Under Demand

Montreal.

CHEESE.—There is a great deal of selling from a jobbing and retail standpoint. As a consequence of the activity, and because of the heavy export that has continued for a long time, there is no great amount of cheese held here, export taking most of the receipts in a large way. Prices are firmly maintained.

Cheese—	
Large, per lb.	$0 28½
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

New-Laid Eggs 63c, Supplies Larger

Montreal.

EGGS.—There is a steady improvement in the new-laid egg market and supplies are larger and prices less. The low price for these is 63c this week, five cents below the lowest price of last week. Selects are quoted at 56c. Stor-

age eggs are scarcer and the undertone even steadier than that for new-laids.

New laids	$0 63	$0 65
Selects		0 56
No. 1	0 53	0 54

Poultry Steady Under Fair Selling

Montreal.

POULTRY.—There is a steady and fair movement of poultry and the basis of quotations is held without change. Supplies coming forward are fair and the outlet through retail channels is maintained on a fairly seasonable basis.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 48
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 48
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Colder Weather Would Move Fish

Montreal.

FISH.—Colder weather is needed to make fish a bigger seller. It is always recognized at this season that cold weather will improve sales of frozen varieties. So mild has the weather been that fishing has continued right down to the present, where it usually has ceased long ago. This has served to increase supplies of some varieties, and there have been losses in some points from spoiled fish that had no outlet. Reports indicate that there is a similar condition in Western Canada points. The campaign for codfish selling is continuing.

FRESH FISH

Haddock	0 10	0 12
Steak Cod	0 11	0 13
Market Cod	0 08½	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 70	0 75

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large		0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		6 00
Alewires	0 07½	0 08

SALTED FISH

Codfish—	
Codfish, large brl., 200 lbs.	$22 00
Codfish, No. 1, medium, brl., 200 lbs.	21 00
Codfish, No. 2, 200 lb. barrel	19 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes) lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Pickled Fish—	
Herrings (Scotia) barrel	13 00
Oysters—	
Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 2 60
Can No. 3 (Solids)	7 25 7 50
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
Sundries—	
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75

CURED MEATS

Hams—		
Medium	0 32	0 36
Large, per lb.	0 29	0 32
Backs—		
Plain		0 46
Skinned, rib in		0 46
Boneless, per lb.		0 48
Bacon—		
Breakfast, per lb.	0 39	0 41
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.		0 28
Do., aver. 70-100 lb.		0 26½
Fat backs, 16-20, lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	46 00	
Short cut backs, bbl., 100 lbs.	54 00	56 00
Pickled rolls, bbl., 200 lbs.	50 00	52 00

Boiled and Roast Hams Easier

Toronto.

COOKED MEATS.—Lower prices have been named on boiled hams and roast hams during the week, quotations being down from 1c to 2c per pound. Other lines show little change though choice jellied ox tongue is also down about 2c per pound. Business is very good and supplies generally quite ample.

COOKED MEATS

Boiled Hams, lb.	0 50	0 51
Hams, roast, without dressing, lb.	0 52	0 54
Shoulders, roast, without dressing, per lb.	0 49	0 51
Head Cheese, 6s, lb.		0 16½
Meat Loaf with Macaroni and Cheese, lb.		0 29
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25

ONTARIO MARKETS

TORONTO, Jan. 29.—A general revision of prices downward on fresh pork and cured meats has been made. A weaker tone is reported in lambs also, while a wider disparity between the lighter cattle and best grades is now apparent. Dairy butter has eased away somewhat, and new-laid eggs have also declined from two to three cents per dozen. Lard is fairly well maintained, and shortening rules at unchanged figures. The fish markets show some slight revisions, and business is just a little quiet owing to unseasonable weather.

Fresh Cuts Pork Register Declines

Toronto.

FRESH MEATS.—Lower prices have been named on some of the cuts of pork, this being the result of lower prices on live hogs which have prevailed during the last couple of weeks. The situation in beef remains quite steady, the best cattle ruling at prices about as high or higher than a month ago, while the lighter cattle have sagged somewhat. Select stock in any field continues to secure high prices.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.		$25 00
Live, off cars, per cwt.	16 00	16 50
Live, fed and watered, per cwt.	16 25	16 75
Live, f.o.b., per cwt.	15 00	15 50
Fresh Pork—		
Leg of Pork		0 32
Loins of pork, lb.	0 36	0 38
Tenderloins, lb.	0 39	0 40
Spare Ribs, lb.	0 18	0 20
Picnics, lb.	0 22	0 23
New York shoulders, lb.	0 24	0 25
Montreal shoulders, lb.	0 25	0 26
Boston butts, lb.		0 32
Fresh Beef—		
Hind quarters, lb.	0 23	0 26½
Front quarters, lb.	0 16	0 18½
Ribs, lb.	0 22	0 28
Chucks, lb.	0 17	0 18
Hips, lb.	0 20	0 25
Calves, good, lb.	0 25	0 27
Lambs, whole, lb.	0 25	0 29
Sheep, whole, lb.	0 18	0 21

Hams and Bacon Revised Downward

Toronto.

PROVISIONS.—Further revisions in the price of hams and bacon have occurred which provide for a scale of prices generally lower than those in effect last week. There is still a tendency to curtail buying to essential requirements on the part of the retail trade and a factor in the future trend of prices will be the decision by the United States Government in reference to set prices on hogs.

Lard Holds at Unchanged Levels

Toronto.

LARD.—The market holds at unchanged levels during the week. Some reports intimate that trade is rather dull while others indicate that there seems to be a little more activity manifest. Another two or three weeks and a fairly brisk demand is expected. Prices range at following figures:

Lard, tierces, 400 lbs., lb. $0 27½ $0 28

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Remains at Steady Basis

Toronto.

SHORTENING.—A very steady tone marks the situation in shortening. Prices have held at unchanged figures and the demand is considered only fair. Range of quotations being made to the trade are as follows, tierce basis, per pound: Easifirst, 26¼c; Domestic, 26c; Peerless, 25½c to 26c; Cotasuet, 25½c to 26c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb. $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

More Interest Noted in Margarine

Toronto.

MARGARINE.—There seems to be a little better feeling in margarine, the trade reporting a little more buying interest as apparent. Prices have ruled without any quotable change and stocks are well equal to requirements of the retailer.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Freer Supply Dairy Butter

Toronto.

BUTTER.—There seems to be a little freer offering of dairy butter and prices have declined slightly. The situation in regard to creamery shows little material change, the demand being very well maintained, with supplies ample and prices remaining steady. Quotations range to-day as follows:

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	....
Dairy prints, fresh separator lb.	0 48	0 50
Dairy prints, No. 1, lb.	0 46	0 48
Creamery solids (fresh made)	0 54	....

New-Laids Easier; Better Supplies

Toronto.

EGGS.—New-laid eggs are coming along fairly well now and prices have sagged another two to three cents per dozen. Storage eggs remain at unchanged figures, with supplies being reduced to a pretty small compass. Prices on these hold at unchanged figures. The range of quotations being made to the trade follow:

Eggs—		
New-laids, in cartons, doz.	$0 65	$0 66
Extras	0 63	0 65
Storage, No. 1, doz.	0 56	0 57
Splits and No. 2, doz.	0 45	0 47

Cheese Moving Very Well

Toronto.

CHEESE.—A very good movement of cheese is reported and the market rules with a very firm undertone. Supplies as a whole are none too plentiful and a continued heavy demand may move prices up somewhat. However, the situation for the week is without any quotable change.

Cheese—		
New, large	0 28½	0 29
Stilton (new)		0 32

Twins, ¼c lb. higher than large cheese. Triplets ½c higher than large cheese.

Situation in Poultry Steady

Toronto.

POULTRY.—The situation in poultry holds steady and quotations remain at unchanged figures for the week. Supplies have been coming along very well the last week or ten days, but it is expected receipts may fall off for some little time to come. Range of quotations follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$0 28-$0 32	$....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 20	....- 0 25
Fowl, 4 to 5 lbs., lb.	0 28- 0 25	0 25- 0 28
Fowl, over 5 lbs., lb.	0 26- 0 30	0 28- 0 30
Fowl, under 4 lbs., lb.	0 17- 0 20	0 20- 0 23
Chickens, under 5 lbs., lb.	....- 0 23	....- 0 28
Chickens, over 5 lbs., lb.	....- 0 25	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

		Dressed
Hens, light	$0 30	$0 32
Do., heavy	0 32	0 34
Chickens, spring	0 33	0 38
Ducks	0 35	0 40
Turkeys	0 45	0 46
Geese	0 25	0 28

Some Minor Changes in Fish

Toronto.

FISH.—There have been some revisions in prices recorded this week, some lines showing a slight reduction and others an upward trend. No. 1 smelts are down to 16c per pound in some quarters, and mullets are also lower at 8c per pound. Trout are being quoted at 17c to 18c per pound. Small haddock, tomcods and ciscoes have firmed up about 1c per pound. Range of prices follows:

FRESH SEA FISH		
Cod Steak, lb.	$0 12	$0 14
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 10	0 11
SMOKED FISH		
Haddock, lb.	....	0 10
Bloaters, 40 Count, box	2 00	2 25
Cod, smoked, lb.	....	0 12
Ciscoes, lb.	0 16	0 17
Haddies, chicken	0 10	0 13
Do., fillets, lb.	0 17	0 20
Do., Finnan, lb.	....	0 15
Herring, Kippered, box	1 65	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07	0 08
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 09	0 09½
Do., small, case, 200 lbs., lb.	....	0 08
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 07½	0 09
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 10	0 12
Do., No. 1, lb.	0 16	0 18
Do., Extra, lb.	0 25	0 26
Tomcods, lb.	....	0 07
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 08	0 10
Pickerel, lb.	0 14½	0 16
Pike, round, lb.	0 09	0 11
Trout, lb.	0 17	0 18
Tulibees, lb.	0 10½	0 12
Whitefish, lb.	0 15	0 16
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Do., Halifax Shredded, box	....	2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tab'ts, case	4 20	4 32
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	14 50	15 00
OYSTERS, No. 3 size package (2½ gallons)	....	9 50
Do., No. 5 size package (4 1-6 gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

TRAINLOAD OF DEHYDRATED VEGETABLES

The Grahams, Limited, of Belleville, Ont., recently made an extensive shipment from their evaporating plant in this city. A trainload of 36 cars of dehydrated vegetables were shipped to New York for the United States Government. The cargo was valued at $323,000.

TORONTO M.O.H. REFUSES RELIEF

A deputation representing the Toronto branch grocers' section of the Retail Merchants' Association waited on Dr. Hastings, Medical Health Officer of Toronto, recently to ask that the restrictions enforced in regard to foodstuffs be relaxed. Objection was taken to the requirement that confectionery and candies be kept in glass cases, and that the windows had to be closed. Dr. Hastings was not inclined to carry out their request.

MR. HOOVER SPEAKS WHAT IS ON HIS HEART

Mr. Hoover, who is at present in England on business connected with the revictualling of Europe, will endear himself more than ever to the public by his emphatic refusal to discuss German food conditions with Baron von der Lancken and Dr. Reith, who sought a meeting with the food administrator.

A message from Paris said these two German officials, who were prominent in the German administration of Belgium, wired from Berlin to Walter Lyman Brown, director of the Commission for Relief in Belgium in Rotterdam, that they had been appointed by the German Government to negotiate with Hoover for food supplies and that they desired to advise them when and where he would meet them.

In answer to the request for a conference, Hoover sent this message:

"You can describe two and a half years of arrogance toward ourselves and cruelty to the Belgians in any language you may select, and tell the pair personally to go to hell, with my compliments. If I do have to deal with Germans, it will not be with that pair."

HAROLD F. RITCHIE TO VISIT OLD COUNTRY

Harold F. Ritchie, of Harold F. Ritchie & Co., Toronto, leaves for the Old Country between the 1st and the 8th of February in the interests of his company. Mr. Ritchie represents many British firms, and it is to secure first-hand information as to conditions affecting their lines that the trip is being undertaken.

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection

F. W. Fearman Co.
LIMITED
HAMILTON

PLAN NOW
FOR THE
HOT WEATHER
ORDER YOUR
FREEMAN EQUIPMENT
EARLY

Write for illustrated catalogue showing complete line of Refrigerator equipment.

The W. A. Freeman Co., Limited
Hamilton, Canada
Branches at
Toronto, 114 York St. — Montreal — Winnipeg, 209 McDermitt Ave.

A Substitute That Equals The Real Thing

Indispensable — as a substitute for expensive Eggs.

Profitable — for it builds up business as well as cakes, etc., and puts reasonable profits into your pockets.

Agents: Loggie, Sons & Co., Toronto—Angevine & McLauchlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd.
Quebec, Canada

For Critical People—

BLUE SEAL MUSHROOM CATSUP

Its delicate piquancy appeals to all.

The Mushrooms, Spices, Vinegar, etc., used in its manufacture are the very finest obtainable.

Blue Seal Mushroom Catsup is put up in nicely labeled bottles that make productive displays easy.

Try this line out and see it sell.

E. W. Jeffress, Ltd.
WALKERVILLE, ONT.

Swift's Premium Oleomargarine can be used wherever butter is used for table or cooking purposes with equally satisfactory results
Oleomargarine
Swift's Premium
Made in Canada
Swift's Premium Oleomargarine

GROCERS, Butchers, General Storekeepers---you have a real opportunity for good profit by selling

SWIFT'S PREMIUM OLEOMARGARINE

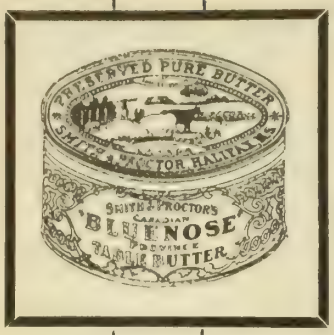
Many of your customers know it is economical for table use, while thousands of housewives also use it regularly for baking, frying, etc.

The demand is already created---take advantage of it. Order your supply from our salesman or write direct.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

(Canada Food Board License Nos. 13-170, 171, 172)



Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

"INDIAN BRAND CHIEF" CLAMS

INCREASINGLY POPULAR

There is a sea food which your customers will appreciate. It is a sensible and delicious substitute for meat. "Indian Chief" Brand Clams are put up the same day they are taken from the clam beds and sealed without solder or acid. They reach the customer's table as sweet and as fresh as the day they were caught.

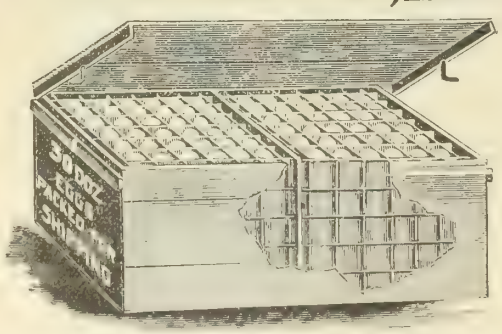
"Indian Chief" Brand Clams proved to be a big summer seller. They appeal to the restaurant trade as well as to the housewife.

And the Profits are Pleasing

Shaw and Ellis, Pocologan, Charlotte Co. N. B.

Canadian Food Control License No. 1-718

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen **fresh eggs.** When collapsed will not take up any more room in a suit case than a traveller's order book.

A sure seller if you will buy it and show it.

A. B. SCOTT, LIMITED

NIAGARA FALLS, CANADA

BRUNSWICK BRAND

is a big factor in creating year round sales

BRUNSWICK BRAND SEA FOODS

Are Reliable Sellers

The delicious, wholesome qualities of these high-grade sea foods appeal to the taste of the most discriminating people.

Prove what real quality sea foods mean to your business by stocking and suggesting Brunswick Brand — the line that lives up to the dealers' best recommendation.

Stock from the following list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

CONNORS BROS.

Limited

Black's Harbor, N.B.

Canada Food Board License No. 1—603

Ask us for

Wrapping Papers Twines

Grocers' Specialties

Butter Tubs and Boxes, Egg Cases

N.B. Egg Carriers

Walter Woods & Co.

Hamilton and Winnipeg

Cow Brand Baking Soda

has given and is giving the Canadian housewife that unlimited satisfaction which brings her back to the grocer for further supplies. She is a firm believer in Cow Brand superiority.

The reason for this is—because it is pure—it is made from the finest material, and is manufactured under conditions which guarantee purity.

Cheapest because Best!

Church & Dwight, Limited

MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

Our 5c and 10c Easter specialty Eggs will exceed the sales of the past

Composed of a solid cream centre, chocolate covered, neatly decorated.

Baines

Baines Chocolates
Maple Products
Cream Sugar

BOOK YOUR REQUIREMENTS NOW

BAINES, LIMITED

344 Delorimier Ave. - MONTREAL

For household baking there is one flour you can heartily recommend.

PURITY FLOUR

(Government Standard)

will give complete satisfaction to the home cook.

"More Bread and Better Bread," and Better Pastry

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

When Writing to Advertisers Kindly Mention this Paper.

All Patriotic Grocers and Storekeepers Should Sell THRIFT Stamps

SELL Thrift Stamps, not because there is any immediate profit for you in such sales, but because the Dominion of Canada needs your patriotic co-operation in its plans to ensure Prosperity.

If the smaller savings of the people can be made available to finance Government expenditure, then the larger public investments will be free for industrial securities, thus promoting general Prosperity, in which every storekeeper is vitally interested.

Get your customers to take a Thrift Stamp in place of 25c change whenever you possibly can. Display your sign. Explain that Thrift Stamps are a means to acquire War-Savings Stamps, and people should strive to fill their Thrift Cards as quickly as possible.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S NAVY

CHEWING TOBACCO

Will prove one of your "best sellers"

Because the excellent texture and flavor of King George's Navy Chewing Tobacco wins instant approval with the most critical chewers.

Stock King George's Navy now for easy, profitable tobacco sales and satisfied customers.

Order your supplies from your wholesaler.

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

JAPAN TEA
The tender leaves — carefully picked and more carefully prepared—impart that same charm to your cup of Japan Tea as to the sacred tea ceremonial of Japan. Japan Tea carries a government guarantee of purity.
"Tea purifies the blood and cheers the heart".
—Ten Rhyne, 8th Century.
17

One of our consumer ads.

ORDER a supply of Japan Tea to-day and note difference in your turnover.

Behind your selling efforts is its unexcelled reputation for extra good quality and an aggressive and widespread consumer advertising campaign.

Ask your wholesaler for Japan Tea.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.

	Per doz.
Blackberry	$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 25
Plum	2 90
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts.. Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

That pure, good Salt that your good customers want—

Century SALT

Made by improved vacuum process. Well advertised. Well liked everywhere.

For "something special" offer SIFTO—it flows freely in all weathers.

If your jobber cannot supply you, write to

DOMINION SALT CO., LTD., SARNIA, ONT.

Manufacturers and Shippers

American Steel Wool

Cleans, smooths and polishes anything and everything

"My Right Hand in the Home"---The Aluminum Cleanser

Original Package in Red, White and Blue

There is nothing like

American Steel Wool

for these and countless other uses :

Cleaning, scouring and polishing **ALUMINUM**, enameled, steel and iron kitchen utensils, cutlery, tile, marble, wooden floors, sinks, stoves, bath tubs, basins and fixtures, bric-a-brac and everything about the home, farm, dairy and shop.

Removing dirt, mud and rust from farming utensils, garden implements and tools; from golf clubs and guns; from autos, bicycles, carts, wagons and trucks. Eliminating old coats of paint, varnish, Japan, shellac, etc., rubbing in first fresh coat; also rounding off and smoothing down wooden surfaces.

Whatever, wherever, the object is that needs to be cleaned, smoothed or polished, **American Steel Wool** is essential and incomparable.

Six grades and each the best for a special use:

00-0-1-2-3-4

Grade O is the ALUMINUM Cleanser

The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**

You will make a profitable investment when you stock this line.

Have your jobber supply your requirements.

One important use for Steel Wool

W. J. Chambers & Co., *Sole Agents,* 43 Scott St., Toronto

W. C. MACDONALD
MANUFACTURERS OF FINE (REG'D) TOBACCOS
MONTREAL

Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING
"BRITISH CONSOLS"
"INGOTS" (Rough and Ready)
"BRIER"
"INDEX"

PLUG CHEWING
"PRINCE OF WALES"
"NAPOLEON"
"CROWN"
"BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

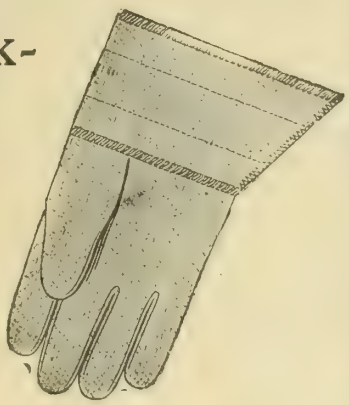
W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS MONTREAL

For the working men of your town

in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK BRAND

You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

Every dealer should have a Display Stand of Cane's Pencils on his counter

A good easy writing Canadian pencil is a necessity to everybody. CANE'S CANADIAN-MADE PENCILS are good easy writing leads and they come to you in a handsomely colored eye-catching Counter Display Stand that sells the pencils without any further bother on your part. And the profit you get on every sale makes the proposition very worth while. Half a gross of nicely colored and tipped pencils for $2.40—to retail at 5c. each.

At your wholesalers or direct from

The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Mend Pots and Pans etc.

Big Profits For You Write To-Day

Costs Less Than 10c. Sells At 15c

Vol-Peek gives you over 60% profit. Send us a trial order for one brightly colored, attractive stand, containing 24 packages. Price $2.25. Your customers will want VOL-PEEK. Sells at sight. Mends thoroughly, quickly and costs only ½c each mend. VOL-PEEK is just like stiff putty—absolutely sanitary—easily applied, and hardens in 2 minutes.

We will send you dealer's helps with your order. Don't hesitate. There's money in VOL-PEEK for you.

From your jobber or

Vol-Peek Mfg. Co.

P. O. Box 2024 Montreal, Canada

It is the superior quality that continually brings *new* buyers, and holds the trade of *old* customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED

The Gray Bldg., 24-26 Wellington St. W., Toronto. WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans 6 65
Jersey Brand, Hotel, each 24 cans 6 65
Peerless Brand, Hotel, each 24 cans 6 65
St. Charles Brand, Tall, each 48 cans 6 75
Jersey Brand, Tall, each 48 cans 6 75
Peerless Brand, Tall, each 48 cans 6 75
St. Charles Brand, Family, each 48 cans 5 75
Jersey Brand, Family, each 48 cans 5 75
Peerless Brand, Family, each 48 cans 5 75
St. Charles Brand, small, each 48 cans 2 90
Jersey Brand, small, each 48 cans 2 90
Peerless Brand, small, each 48 cans 2 90

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Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, each 48 cans 6 50
Regal Brand, each 24 cans.. 6 90
Cocoa, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef—1s, $4.50; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.95; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.40; 2s, $9.40.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton $7.25; 2s, $14.50; square cans, $48.00.
Boiled Mutton—$87.25; 2s, $14.50.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
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Stewed Kidney 1s, $4.40; 2s, $8.40.
Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat—1s, $3.90; 2s, $7.80.
Corn Beef Hash ½s, $1.90; 1s, $3.90; 2s, $2.90.
Beef tSeak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $9.90; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $2.90.
Cambridge Sausage—1s, $4.40; 2s, $8.40.
Boneless Chicken ½s, $5.90; 1s, $9.00.
Boneless Turkey ½s, $5.95; 1s, $9.00.
Ox Tongue—½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45.
Lunch Tongue—½s, $3.90; 1s, $6.90; 2s, $15.50.
Tongue Lunch—1s, $6.75. $4.45; 5s, $12.95.
Beef Suet—1s, $6.40; 2s, $12.40.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.
Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted 1s, $1.35; Soups and Bouilli, 1s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20.
Plain Sauce, Pink Label—Ind. 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.
Chili Sauce (red and gold label)—Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef ½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables, 1s, $2.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 2s, $3.35.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35.
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Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40.
Potted Game (Venison)—¼s, 75c; 1s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Asorted)—¼s, 80c; ½s, $1.45.
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Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
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Lunch Tongue 1s, $9.90.
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Ham—¼s, $2.40.
Tongue—¼s, $2.40.
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	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 80
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel $13 50
Household size 3 25
Small size 5 75
F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

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Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09¾
40 lbs., 1 lb. pkg., White Glass	.10¼
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¾
100-lb. kegs, No. 1 white	.10¼
200-lb. bbls., No. 1 white	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11¾
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¼
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¼
100 lbs., kegs, Silver Gloss, large crystals	.11¾

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Coupe - - -	**875**
Sedan - - -	**1075**
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One-Ton Truck Chassis	**750**

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Shaker Salt, case 2 doz.	-	-	**2.35 case**
Bbls. Diamond Crystal	-	**150 - 2s**	**7.25**
Bbls. Diamond Crystal	-	**75 - 4s**	**7.05**
Bbls. Diamond Crystal	-	**24 -12s**	**6.95**
Bbls. D. C. Flake (for Bakers and Dairy use)			**280 lb. 4.35**

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necessitate the prohibition of export of all foodstuffs from the United Kingdom.

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pending the removal of the embargo, can be obtained from

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Newark, New Jersey.

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24-25 Fenchurch Street, E.C. 3.

40 lbs., Benson's Enamel, (cold water), per case....	3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs.....	.15
Celluloid, 45 cartons, case..	4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¾
40 lbs. Canada Pure Corn..	.10¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.....	.20
(20-lb. boxes, ¼c higher, except potato flour)	

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—	
Canada Laundry	$0.09½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	1.10
First Quality White Laundry—	
8-lb. canisters, cs. of 48 lbs.	.10½
Barrels, 200 lbs.	.10
Kegs, 100 lbs.	.10
Lily White Gloss—	
1-lb. fancy carton cases, 80 lbs.	.11
8 in case	.12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case....	.12½
Kegs, extra large crystals, 100 lbs.	.10½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4 50
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz...	1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz.....	1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz.	1 85

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.25
2-lb. tins, 2 doz. in case....	4.80
5-lb. tins, 1 doz. in case....	5.40
10-lb. tins, ½ doz. in case..	5.10
20-lb. tins, ¼ doz. in case..	5.05
(Prices in Maritime Provinces 10c per case higher)	
Barrels, about 700 lbs.....	$0.07¼
Half bbls., about 350 lbs....	.07½
¼ bbls., about 175 lbs.....	.07¾
2-gal. wooden pails, 25 lbs..	2.25
3-gal. wooden pails, 28½ lbs.	3 40
5-gal. wooden pails, 65 lbs..	5 50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case...	$5.30
5-lb. tins, 1 doz. in case...	5 90
10-lb. tins, ½ doz. in case.	5 60
20-lb. tins, ¼ doz. in case.	5 55

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MAGOR, SON & CO., LTD

	Doz
Robinson's Patent Barley—	
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan..	4.15
Metal Outfits, Black and Tan..	4.85
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
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Pay Roll, thick bars,	1 25
Pay Roll plug, 10s and 6-lb. caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 9s, 2-lb. cartons	1 12
Master Workman, bars, 7s 3 lbs.	1 20
3 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
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Old Kentucky (bars), 8s, boxes, 7 lbs.	1 25

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Soap Powder, case 100 pkgs...	$5 00
Cleanser, case 50 pkgs.	2 90
Cleanser (Kosher) cs. 50 pkgs	2 90
Pure Lye, case of 4 doz.	5 60

JELL-O
Made in Canada.

Assorted case, contains 4 doz..	$4 70
Lemon, contains 2 doz.	2 35
Orange, 2 doz.	2 35
Raspberry, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Chocolate, 2 doz.	2 35
Cherry, 2 doz.	2 35
Vanilla, 2 doz.	2 35
Weight, 8 lbs. to case. Freight rate second class.	

JELL-O ICE CREAM POWDERS
Made in Canada.

Assorted case, contains 2 doz..	$2 35
Chocolate, 2 doz.	2 35
Vanilla, 2 doz.	2 35
Strawberry, 2 doz.	2 35
Lemon, 2 doz.	2 35
Unflavored, 2 doz.	2 35
Weight, 11 lbs. to case. Freight rate, second class.	

ESTABLISHED 1849

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SPECIAL PRICE

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Y & S STICK LICORICE
in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co., Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

All these ads will have position on a live page each week containing reading matter.

BUYERS' DIRECTORY

PRICE FOR HOGS IS FIXED FOR FEBRUARY

A despatch from Washington, dated January 28, states that a minimum base price of $17.50 a hundred pounds for hogs for the month of February was unanimously agreed upon to-day by the hog committee meeting at the Food Administration. This should tend to stabilize the markets in Canada to some extent, and the effect may extend to the grain markets which have been the butt of the bears and bulls the past couple of weeks.

* * *

Lower priced cereals may develop from the present uncertain conditions in theh grain markets. At the present time there is really no market on cereals, values being very uncertain. Conditions much more stabilized, however, seem to be in the not distant future, and it is indicated that another two weeks at the outside should see a market from which values can be determined. That it may mean declines is quite true, but the opinion of well-informed authorities is that the move to lower levels will not be so great as to cause very serious loss to those holding stocks.

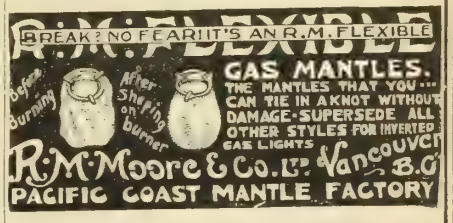
MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED LADY OF EXPERIENCE IN country general store—good locality. Box 484, Canadian Grocer, Toronto, Ont.

SALESMAN WITH A GOOD GROCERY CONnection in Alberta and British Columbia at present travelling for an Alberta firm, desires a change. Box 482, Canadian Grocer, Toronto, Ont.

TO MANUFACTURERS—WE CAN SUCCESSfully handle one or two sole distributing agencies for approved articles for Pacific Coast. Particulars to Direct Supply Association, Victoria, B.C.

LIVE SALES ORGANIZATION WITH OFFICES at Winnipeg, Saskatoon and Edmonton, with broad experience and valuable connections, is open to take on a few high-class lines for the Western provinces; only high-class propositions entertained. Give details in first letter to P.O. Box 1232, Winnipeg, Man.

WANTED—A GOOD-SIZED, STRONG, SECond-hand counter show case. State price and description. Box 486, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE

FOR SALE A USED BOWSER OIL PUMP for kerosene, self-measuring. One used galvanized oil tank, ninety gallons. J. H. Edwards, Carleton Place, Ont.

FOR SALE—HONEY—WHITE CLOVER EXtracted in 5 and 10-lb. lithographed pails. F. Walker, Norwich, Ontario.

FOR SALE MEAT AND GROCERY BUSINESS. Annual turnover $22,000. Stock $2,000. Net profits $2,600. Clear title. Owner giving up business. Apply Box 488, Canadian Grocer, Toronto, Ont.

FOR SALE USED CHEESE SAFE, SMALL coffee grinder, two-pound computing scale. WANTED—Twelve hundred pound platform scale. Box 490, Canadian Grocer, Toronto, Ont.

WHITE COTTON
SUGAR LINERS
E·PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver:iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O Box 135, Station B, Montreal.

FOR SALE

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

UP-TO-DATE GROCERY BUSINESS IN splendid section of Toronto. Good family trade which can easily be developed. Includes first-class house and store with modern conveniences. $7,000. 168 Lamb Avenue, Toronto.

FOR SALE—TWO-FIRE BLACK DIAMOND oven in good condition. Apply McKelvey & Birch, Limited, Kingston, Ont.

WELL-ESTABLISHED, UP-TO-DATE GENeral store business with Post Office and telephone. No opposition. Modern conveniences. About $5,000 cash required, terms on the balance arranged. Can recommend to any young man desirous of going into business. Sickness and other interests reasons for selling. In the centre of a great farming region, Saskatchewan; point lots of scope for the future. Owner might consider an active partner with $3,000 cash to be invested in the business, which would eliminate salary expenses and be able to take active interest in the business. Owner has other interests in district. No agents, deal direct with owner. Reply in first instance, Box 480, Canadian Grocer, Toronto, Ont.

WANTED FOR ENGLISH TRADE.

A COMMISSION AGENT, AN ENGLISHMAN, with British Agencies on this side spends three months each year in England selling for firms in Canada and the United States of America. He desires several more Agencies such as canned goods, chocolates and any other goods applicable to grocery, provision and confectionery trade. He has the finest connection with the best wholesale merchants in London, Liverpool, Birmingham, Bristol, Manchester, Glasgow and all the Midlands. Apply Box 492, Canadian Grocer, Toronto.

COLLECTIONS

In selecting an Agency to handle your accounts, you desire one that you can put full confidence in—one whose honesty and integrity is unsurpassable, and finally, you want an Agency that WILL produce RESULTS.
Without making any exaggerated claims we can honestly say we CAN fill your requirements. Let us PROVE it to you.
No Collection—No Charge.

The Nagle Mercantile Agency
Westmount, Montreal, Que.

Products that give customers confidence in your store

TRANSIENT trade is very well in its way. It all helps. But what you like to see most is the same customers coming back to your store again and again.

You can ensure this in two ways: (1) By giving good, efficient service, and (2) By selling goods that **satisfy** your customers.

This is why dealers are having such success with Davies' Products. Their customers know they are buying food products of the highest quality, and this creates confidence in the store and leads to steady trade and constantly increasing sales.

Davies' Quality Products include:

FRESH MEATS	**WILTSHIRE BACON**
PORK SAUSAGE	**"PEERLESS" SHORTENING**
PURE LARD	**DRY SALT MEATS**
CANNED MEATS	**"GLENGROVE" BUTTER**
SMOKED MEATS	**CARTON EGGS**

Etc., Etc.

Are you featuring these trade-winning lines?

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packers License No. 13-50

IF IT'S A DAYTON, IT'S RIGHT

Ninety-One Hamilton Merchants Buy Daytons

Ninety-one live merchants in Hamilton bought Daytons from our local representative, Mr. Geo. Muntz.

There's a demonstration of confidence and shrewdness for you.

Ninety-one merchants decided to be known as "honest" merchants --merchants who used Dayton Machines--machines that never lie--machines that the public depend upon--machines that give the exact price and weight at a glance--machines that prevent losses through leaks and dissatisfaction through underweight—the perfectly balanced, beautifully finished, efficient and up-to-the-minute

Dayton Automatic Scale

Go wherever you like, and you will find the real live merchants---the successful merchants---the merchants who are building up big business on a square deal and protected profits---use the Dayton.

Are ***you*** known as a live merchant---a merchant who uses a Dayton?

Write us to-day for our newest literature

DAYTON COMPUTING SCALES

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON
Vice-Pres. and General Mgr.

Division International
Business Machines Co., Ltd.

Also Makers of International Time Recorders and Hollerith Electric Tabulators

FEATURING SELLING OF MARMALADE

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, FEBRUARY 7, 1919 No. 6

Welch's

"THE NATIONAL DRINK"

GRAPELADE

That Pure Grape Spread

Grapelade is a real food product that takes rank with Welch's, The National Drink. It is a new asset to the grocer—a product on which constantly increasing and always profitable sales can be counted. Its permanence is assured by its enthusiastic reception and big repeat sales wherever it has been introduced.

Remember that Grapelade is not simply another grape jam. It is a new product, a real discovery in grape goodness. It can be enjoyed in many delightful ways.

Tell your customers about Grapelade. They will be interested and the sales will be well worth while. If you do not have display material and folders for distribution we shall be glad to supply them.

Welch's Grapelade and Welch's, The National Drink, are sold by leading jobbers.

Canada Food Board Licenses:
Canners—No. 14-272
Bottlers—No. 15-164

The Welch Co., Limited, St. Catharines, Ontario

O-Cedar Polish Mop

YOUR O-Cedar sales can be greatly increased through **suggestions.** A neatly dressed window or store display is a **suggestion** to the woman who has seen the advertisement. She sees—and buys.

Teach your clerks to **suggest** additional purchases. If your customers want coffee, suggest fancy biscuits. If they ask for soap, **suggest** a wash board, clothes-pins, brushes, O-Cedar Polish and O-Cedar Polish Mop. There is always dusting to do, so every household can use O-Cedar Products to advantage. No matter what your customers buy, they are prospects for O-Cedar, and usually the mere **suggestion** will result in a sale. Try the power of **suggestion**, and watch your sales jump.

Order from your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED

369 Sorauren Auenue, TORONTO

Borden's
Reindeer Coffee
and
Reindeer Cocoa

With Milk and Sugar Added in Correct Proportions
JUST ADD BOILING WATER

—two lines that are always popular—two lines that always measure up to that degree of quality which has placed the Borden lines so far above all competitors.

Always show and recommend Borden's Superb Beverages — Reindeer Coffee and Reindeer Cocoa. You will reap big returns.

Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

Bowes

PURE — WHOLE

POWDERED EGG

There is a new line which you are going to be asked for repeatedly from now on. We are advertising it extensively, and its merits will soon win the favor of housewives everywhere.

Bowes' Powdered Egg is made from table grade hens' eggs and may be used for anything where eggs are required.

YOU CAN GUARANTEE IT TO THE LIMIT

We guarantee it ourselves and you need not hesitate to give it your strongest recommendations regarding its purity, economy and supreme excellence.

Order From Your Wholesaler
Or Direct

Shirriff's

Scotch Marmalade

Made from selected Seville Oranges comes well up to the famous Sheriff Standard of Quality. This line is put up in a great variety of containers—a size for every requirement. The sweet, delicious wholesomeness of this popular marmalade is creating a constantly growing demand.

Put the Shirriff reputation to the test. Send to-day for a stock of the

New Season's Pack
Now Ready for You

Imperial Extract Company

TORONTO

Agents for Canada: H. F. RITCHIE & CO., Limited, Toronto

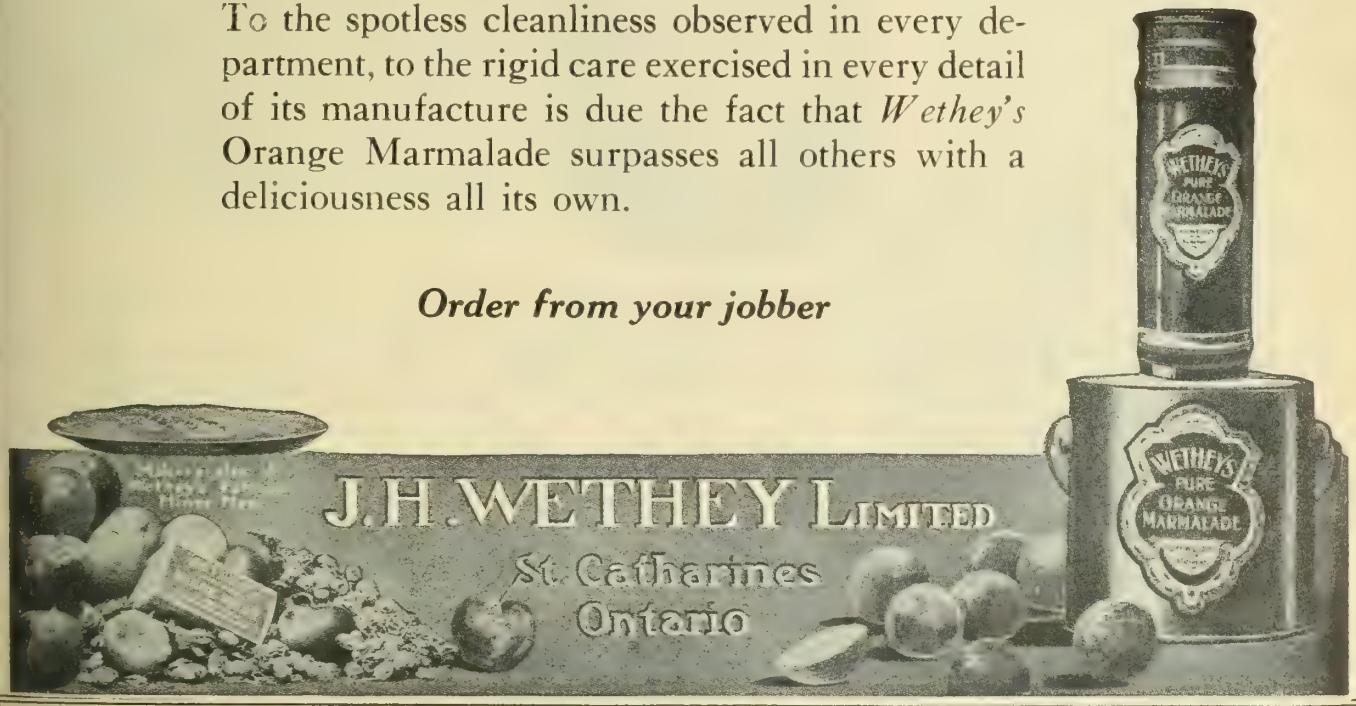
If any advertisement interests you, tear it out now and place with letters to be answered.

Showing You the home of WETHEY'S Orange Marmalade

—the factory where this high grade Marmalade is produced.

To the spotless cleanliness observed in every department, to the rigid care exercised in every detail of its manufacture is due the fact that *Wethey's* Orange Marmalade surpasses all others with a deliciousness all its own.

Order from your jobber



If any advertisement interests you, tear it out now and place with letters to be answered.

Furnivall's

Genuine Seville Orange

Marmalade

A feature of the marmalade situation this season is the limited supply of Seville oranges available. However, we have secured sufficient for our requirements and are *now ready to fill orders as they are received.*

The deliciousness of Furnivall's Marmalades makes it a sure winner in every home where people appreciate a marmalade that is uniformly good and always up to a high standard of quality. Show Furnivall's in your displays.

FURNIVALL-NEW, Limited

Hamilton, Canada

Agents:—**The City of Ottawa, Quebec** and the **Lower Provinces:** Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Cape Breton:** A. E. Shepherd, Sydney, N.S. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man.

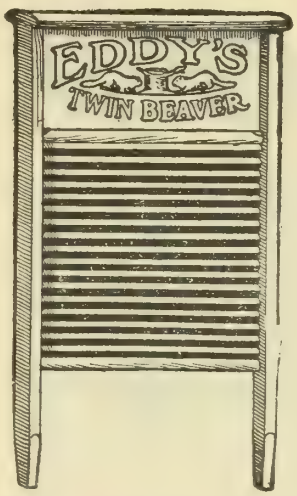
Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated February 7, 1919. **Being No. 20 in the Series**

Where The Lumber First Enters The Eddy Plant

The logs you see in the picture above are at the last stage of their journey to the Eddy Plant on the way to become pulp and paper. Lumber for match-wood enters the plant by another gateway, though in much the same manner. The logs which are afloat in the basis in the foreground, are poled along till they come transversely towards the steadily moving claws of the slanting conveyor-lift which you can just make out under the big chimney to the left. Once in the grasp of those relentless claws the logs are rushed resistlessly to the big buzz-saws which, revolving furiously in a battery of eight, cut each log into short lengths. On they hurry, tossed from saws to conveyor belts, and in marvellously brief time the wood is becoming pure, perfectly sterilized pulp by processes which will be described in forthcoming articles in this series.

Two of Eddy's Famous Fibreware Products



Wash Tub or Babies' Bath Tubs
4 Sizes

Now Ready for Delivery!

Look for the "Curling" Brand Label

Our supply is limited. SEVILLE Oranges are scarce, but just now we are filling orders as they come in for

"CURLING" Brand Seville Orange Marmalade

Sending your order in early will ensure your securing your requirements.

And you know the quality of this line —the quality that made the name "Curling" the standard of better marmalade.

The New Season's Pack is well worthy of this standard. The Fruit, the Sugar, the Manufacturing Process—everything as good as care and scientific skill can make it.
Send your order in now for your supply of this customer-pleaser.

St. Williams Preservers, Ltd.

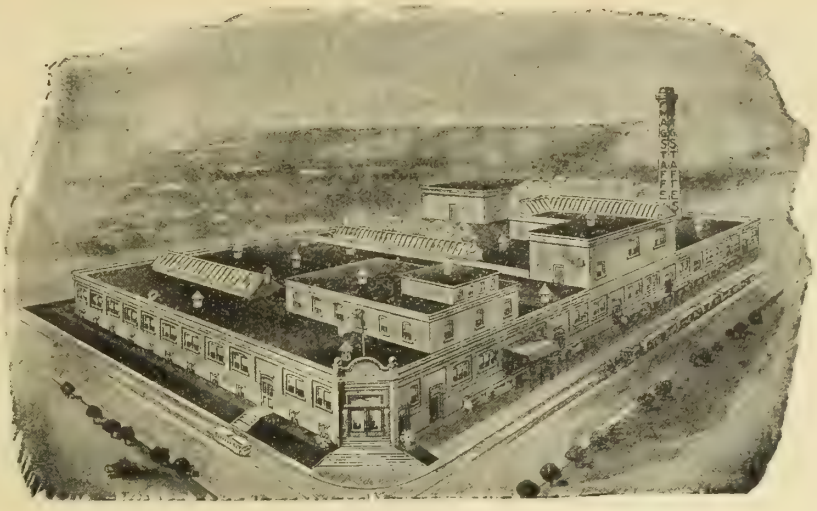
SIMCOE AND ST. WILLIAMS, ONT.

Distributors:

Maclure & Langley, Ltd.

TORONTO WINNIPEG

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

The Quality that impels bigger and better Marmalade sales

STUART'S ORANGE MARMALADE

Right now Madam Housewife wants your assistance, for her stock of home-made preserves, jams, etc., is getting low.

Marmalade for breakfast is a good suggestion, but offer her the best you can get, offer her the better quality—STUART'S.

It's made of the finest oranges and the best quality pure cane sugar, and it's made right.

Stuart, Limited

SARNIA, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Sell Them by the Dozen California Sunkist Lemons

Offer California Sunkist Lemons by the dozen instead of by the dime or quarter's worth. There's a wide variety of uses for lemons in the household—and women will use them when they're handy. So sell lemons by the dozen. Keep women supplied.

Lemons this season are of unusually fine quality. A steady supply is assured as the crop is normal. Your efforts to build up lemon trade will prove profitable throughout the coming year. Please send for our "Dealer's Choice" plan of display material distribution. It will give you new pointers on selling fruit.

Superior Quality—"Honest Pack"

California Sunkist Lemons are increasingly popular because of our continuous national advertising. Through this advertising women are learning to use lemons in many new ways. The large, juicy, waxy-skinned lemons in Sunkist wrappers are favored in American homes.

Top to Bottom Layer—Uniform

The uniform pack and splendid keeping qualities of California Sunkist lemons are to the dealer's advantage. In every Sunkist box you will find the bottom layer of fruit just as perfect as the top layer. This uniformity of quality and size assures a gratifying profit to the dealer.

SUNKIST PRICE CARDS—Send for special assortment of Sunkist Lemon price cards which illustrate, in artistic colors, many uses for lemons and provide a space for inserting the selling price per dozen. They are free.

California Fruit Growers Exchange
Co-operative Organization of 8,500 Growers
Los Angeles, California

If any advertisement interests you, tear it out now and place with letters to be answered.

FLORIDA GRAPE FRUIT

One of the leaders in the fruit line just now. Quality of our pack is extra fancy, smooth, bright, juicy fruit. Just what our trade demands.

California Navel Oranges

are now at their best—well matured, sweet, juicy and firm. Get your trade to use more by selling them a box or half box.

GOLDEN ORANGE BRAND NAVELS is the brand to build up your trade on. Order to-day. Prices lower.

BANANAS--Our Specialty

Our facilities for handling them are the most modern and up-to-date in the business. Our "standing order" is growing larger every day. Are you on yet? If not, write to-day. You will then be assured of best quality procurable at all times.

APPLES—Extra Fancy Box Apples—all varieties from the Yakima Valley. Prices very reasonable.

California Celery, Cauliflower, Lettuce, Onions, Potatoes, Fresh Haddock, Cod, Halibut, Sea Salmon, Lake Herring, Haddies, Fillets, Ciscoes, Kippers.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

THE FIRM FOR SERVICE

GUELPH - - - ONTARIO

Canada Food Control License Nos. 3-090, 3-204

CLARK'S PORK and BEANS

with Tomato Plain, or Chili Sauce are

SURE SELLERS

They don't "linger" on your shelves. Their sale is assured by the Clark QUALITY, the Clark REPUTATION and the CLARK ADVERTISING.

Don't be afraid to BUY NOW. Clark's Pork and Beans are favorites and will sell no matter what conditions prevail.

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE **DISTRIBUTING** **FORWARDING**

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.
We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.
F. D COCKBURN CO.
WINNIPEG

Winnipeg Warehousing Co.
Winnipeg
Prompt and Efficient
SERVICE
Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.
WAREHOUSING
DISTRIBUTING
STORAGE

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

D. J.MacLeod &Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta Our staff calls on wholesale trade and does detail work.

WATSON & TRUESDALE
Wholesale Grocery Brokers and Manufacturers' Agents
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
156 LOMBARD STREET - - WINNIPEG, MANITOBA
Trackage Storage Distribution

Donald H. Bain Co.
WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG
Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
Canada Food Board License No. 6 450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East - Toronto

W. F. ELLIOT
Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

AN ENGLISH HOUSE
of good standing are wishful to act as Sole Agents for a Canadian Fruit Canning House, packing first-class goods. Buying or on Commission. Quality first consideration. Apply "Progress," Canadian Grocer, 88 Fleet St., London, Eng.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Western Provinces Continued

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.60 per insertion. For two inches for the same time the cost is $3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We still have a few hundred barrels of **Georgian Bay Apples** in stock.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

When writing to advertisers kindly mention this paper.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

Mention This Paper When Writing Advertisers.

Just Received!
Hams (5 tons), Sides of Pork with Head and Feet Off (10 tons).
SPECIAL LOW PRICE
Write Us
The Colwell Brokerage Co., Ltd.
St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

A. T. CLEGHORN
Merchandise BROKER
Stock Exchange Building, 326 Homer St.
Vancouver, Canada
Accounts solicited for British Columbia

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's **KIPPERED HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. Pickled: Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

DODWELL & CO. LTD.

IMPORTERS & EXPORTERS

VANCOUVER, B. C.

IMPORTERS OF

Desiccated Cocoanut,
Cocoanut Oil, Rice,
Beans, Preserved Gingers
and other Oriental Lines

HEAD OFFICE :–

Exchange Chambers, St. Mary Axe,
London, E.C., Eng.

BRANCHES AT :–

Hong Kong, Shanghai, Foochow,
and Hankow, China.
Yokohama, Kobe and Tokio, Japan.
Colombo, Ceylon.
New York, N.Y., U.S.A.
Seattle and Tacoma, Wash., U.S.A.
Portland, Ore, U.S.A.
San Francisco, Cal., U.S.A.
Victoria, B.C., Can.

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arrow Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.
Canneries at West Vancouver and Port Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by Your Jobber

SNOW CAP
BRAND
PILCHARDS
are more delicious than SOCKEYE and are less than half the price.
For Salads and Sandwiches
They are More of a Dainty Than Tuna Fish

"Snow Cap"
is Hand Packed by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

Have Her Try B. B. Brand Rye Flour

She'll have an entirely new idea of how good Rye Flour can be once she tries B. B. Brand.
B.B. quality has placed Rye Flour in the staple foods class.
Rye Flour has a delicious flavor, and is more nutritious than the average wheat flour.

B. B. RYE FLOUR MILLS LTD., WINNIPEG
License Nos: 4-295, 4-075

LET US QUOTE YOU ON ORIENTAL LINES

Isinglass, Electrical Goods, Brushes (all kinds), Camphor Cocoanut, etc., Mirrors, Lead Pencils, etc.
Write or Wire for prices. It means money to you.

R. G. BEDLINGTON, & CO., LIMITED, VANCOUVER
IMPORTERS Established 1905 EXPORTERS

If any advertisement interests you, tear it out now and place with letters to be answered.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

Canada Food Board License No. 4-517

Sun-Maid Packages in Natural Colors

In order to attract special attention to your store displays of Sun-Maid Raisins, our magazine advertising shows the Sun-Maid Packages in their natural blues and reds.

By displaying Sun-Maid Raisins you get the full benefit of our forceful magazine advertising, which is seen by millions every month.

Three varieties of Sun-Maid Raisins: Sun-Maid Seedless (grown without seeds); Sun-Maid Seeded (seeds removed); Sun-Maid Clusters (on the stem).

Sun-Maid Raisins

Buy from your regular jobber

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 9,000 Growers

FRESNO, CALIFORNIA

ALL TOGETHER

Let's continue production and insure Prosperity.

U. S. Dept. of Labor,
W B WILSON, Secretary

A Few Bottles of Marsh's

displayed on your sales counter will remind your customers of this wholesome Concord Beverage and a word of recommendation from you will bring you regular sales and lots of good extra profit.

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME Limited, Montreal, Que.

Harry Lauder's Word is as Good as His Bond

He recommends CREAM OF BARLEY as being one of the finest cereals on the market. He is speaking from his own experience, for in Scotland they use more BARLEY than any other cereal grown. He was more than delighted when he knew CREAM OF BARLEY could be **cooked in 3 minutes;** he advises all people to eat CREAM OF BARLEY, and the more you eat the better you will feel. He claims it is the only real cure for indigestion, for the most sensitive stomach can retain it, and the finest thing for the growing child, for their small, weak stomachs cannot retain coarse cereals. The people who are confined in offices and have that mental strain, require Barley. Try CREAM OF BARLEY and be convinced that it is a blood and nerve builder, which you require.

Sold by all Wholesale Grocery Jobbers, so, Mr. Grocer, try one case, for it is a repeater.

Our trade-mark is registered

MANUFACTURED BY

John Mackay Co., Limited

BOWMANVILLE, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

Wantmore
PEANUT BUTTER
The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.
Manufacturers
CALGARY SASKATOON REGINA
License No. 15-241

WAR CONDITIONS
necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S
DOG CAKES
POULTRY FOODS, CANARY AND PARROT MIXTURES
pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

Will Clean Up Sales
Wonderful Soap is a Canadian Product manufactured so as to meet the needs of the Canadian housewife.

It is **Safe—Sure—Speedy.**
It can be used for **Bath—Toilet—Laundry or Scrubbing purposes.**

Give us your next soap order and you too will be more than satisfied with the profits from Wonderful Soap.

Guelph Soap Co.
Guelph, Ont.

High Grade Navels

Guaranteed free from frost.

Fancy Boxed Apples
Domestic Onions
Shelled Almonds
Grapefruit
Peanuts

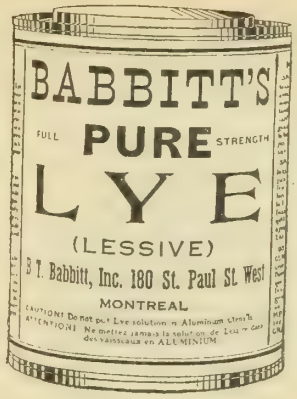
Send in your order to-day.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

Canadian Food Control Licenses No. 3-027 and 3-028



Makes a dandy soap—either hard or soft

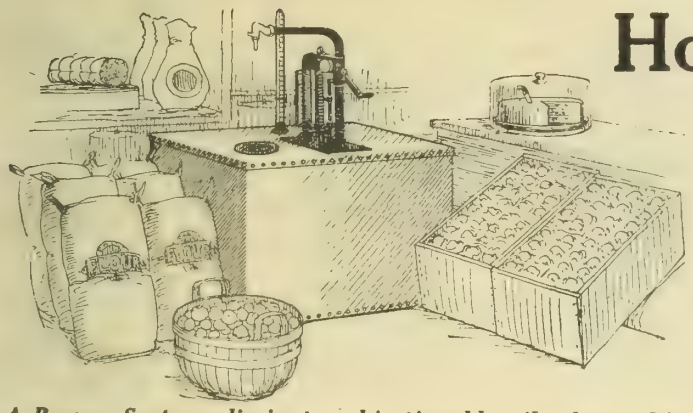
Full directions on every can. Make a good display of Babbitt's Pure Lye and you'll make good profits.

Canadian Headquarters:

180 St. Paul St. West, Montreal

Canadian Selling Representatives:

Eastern Canada: W. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg



A Bowser System eliminates objectionable oil odors. It's a guarantee of security for your other stocks.

How I Sell More Oil

Is your service still handicapped by the old mussy barrel and measure system? Are your profits still eaten up by dripping, splashing and over-filled cans?

A moment's reflection will convince you that the only safe, accurate and profitable way to handle Oil is by the

BOWSER OIL STORAGE SYSTEM

There's no waste with the Bowser—no oil-soaked floors—no contaminated merchandise—no constant fire menace—no loss of time—no inconvenience.
The Bowser measures accurately and quickly, direct to the customer's can. It keeps the oil pure and clean and keeps it so indefinitely. This is what the Bowser has done for me. PARTICULAR GROCER.

Wouldn't you like further information on this?
Ask us. No obligation at all.

S. F. Bowser & Company, Inc., 66-68 Fraser Ave., Toronto

Sales Offices in all Centers *Representatives Everywhere*

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

RESTRICTIONS ON ICE CREAM MANUFACTURE WITHDRAWN

Could you please let me know if the restrictions on the use of sugar and butterfat in the manufacture of ice cream are off?—John W. Mayhew, Renfrew, Ont.

Answer—Yes. These restrictions were repealed by a Canada Food Board order made public Jan. 22.

NEED LICENSE TO CARRY ON FISH BUSINESS STILL

Will it be necessary for us to take out a license to buy and sell fish this year?—J. D. Verge & Sons, Sober Island, N.S.

Answer—Yes. The Food Board has announced that the licensing system will be in force another year. If you have a license you will have to renew it at time of expiring.

SOAP DOES NOT REQUIRE TAX STAMPS

Please advise us whether it is necessary to use revenue stamps on Lifebuoy Soap.—The T. Hocking Co., Dutton, Ont.

Answer—The product does not require a stamp nor do any soaps. Other toilet preparations, however, do require them.

LIFEBUOY SOAP AGAIN

Is it necessary to put a 1c stamp on Lifebuoy Health Soap?—A. D. Elliot, Watford, Ont.

Answer—No. See above

REGARDING EGGS AND EGG CASES

Can you inform me where I can procure information re "candling" eggs, also receipts for limeing and all other information relative to preserving and caring for same? Also where we could purchase shooks and fillers for cases?—Cotton & Co., Charlottetown, P.E.I.

Answer—The following firms are manufacturers of fillers: Trent Manufacturing Co., Trenton, Ont.; Miller Bros., 20-38 Dowd St., Montreal; A. B. Scott, Niagara Falls, Ont.; Wm. Cane & Sons, Newmarket, Ont.

Box Shooks: W. C. Edwards & Co., 6 Sussex St., Ottawa; Boxes, Ltd., Ottawa.

ADDRESS OF MANUFACTURER

Please advise us of the address of the Canada Nut Manufacturing Co., manufacturers of Squirrel Brand Peanut Butter.—H. T. S., Toronto.

Answer—Vancouver, B.C.

MOLASSES AND SYRUP PUMPS

Would you kindly furnish us with the addresses of some firms handling the newest in molasses and syrup pumps?—Geo. Gordon & Co., Cache Bay, Ont.

Answer—These pumps are manufactured by Walter Woods & Co., Hamilton; Enterprise Manufacturing Co., Philadelphia.

INFORMATION ON BEE-KEEPING

Where can we get the best information on bee-keeping?———, Sherbrooke, Que.

Answer—There are a couple of pamphlets published by the Department of Agriculture, Publications Branch, Ottawa, and that may be obtained without cost on application. They are as follows: "Bee-keeping in Canada, Ex. circular 18," and "Bees and How to Keep Them," Bulletin 26, second series. There are also certain publications by the A. I. Root Company, Medina, Ohio, that are probably about what you want. Mr. Root was a pioneer in the industry and has written several books on the subject. He also publishes a little magazine called "Gleanings on Bee Culture."

ADDRESS OF "FUR NEWS"

Please let me know if you handle "The Fur News" or could you give me the address of this publication.—Spadoni Bros., White River, Ont.

Answer—The "Fur News" is published in New York. The subscription price is 50 cents a year. The "Fur News," New York City, is a sufficient address.

MANUAL OF MILLING

Would you kindly advise me of the best manual I could procure on the matter of flour milling, covering the question of actual milling, machinery, costs, etc.? The price of the publication as well as the name of the publishers would be appreciated.—John Livingstone, Regina, Sask.

Answer—There is a Canadian milling journal—The Canadian Miller and Cerealist, published in Montreal, that would probably be of service to you. Other journals that might be of service are: "The Northwestern Miller," Minneapolis, Minn., $4.00; "The Operative Miller," Chicago, Ill.; "The Modern Miller," Chicago, Ill. These latter are, I think, $3.00 a year.

TEMPERANCE BEER

Could you give us the names of some reliable manufacturers of two per cent. beer in the East?———, Regina, Sask.

Answer—There are a very large number of breweries now manufacturing two per cent. beer, among them might be noted the O'Keefe Brewing Co., Gould St., Toronto; Carling Brewing & Malting Co., London, Ont.; John Labatt, Ltd., London, Ont.; Walkerville Brewing Co., Walkerville, Ont.; Reinhardt Salvador Brewing Co., Toronto.

ACCOUNT COLLECTING IN PETERBOROUGH

I have an account in Peterborough, could you tell me of a good collector or collection agency?—J. Gilbert, Kingston, Ont.

Answer.—Would suggest that you write either R. R. Hall or Gordon, Widdiefield & O'Brien, of Peterborough, in regard to the account you wish to have collected. We have been given these two names by a reliable authority in Peterborough.

LICENSE NUMBER ON COUNTER CHECKS

Is it necessary to continue putting license number on counter check books, when used as statements? Where is our nearest account collector?—C. C. Thompson, Northbrook, Ont.

Answer.—It is still necessary to use license number on counter checks and other stationery. For collection, Malcolm Wright, barrister and notary, Belleville, Ont.

MUSIC WHOLESALER

Could you give me the name of a wholesale music store?—J. E. Rousseau, Five Fingers, N.B.

Answer—Whaley, Royce & Co., Toronto; Anglo-Canadian Music Co., Toronto.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

Economize By Using Egg-O Baking Powder

Saves time—by making it possible to have several batches on the way at once. You waste no time re-mixing as each will be perfectly leavened in spite of oven waits.

Saves money—because it is the best and most efficient baking powder produced. Better results with less powder.

Saves materials—by always working perfectly. Its double action is a guarantee that every batch will be a good one.

Egg-O is carried in stock by all jobbers

Egg-O Baking Powder Co., Limited

HAMILTON CANADA

Whittemore's
CLEANALL
VELVET, SILK AND SATIN SHOES AND SLIPPERS
Whittemore's
SHUCLEAN
WHITE KID & Dressing
Shoes & Slippers
Whittemore's
Bostonian Cream
FOR CLEANING & RENEWING THE COLOR & POLISH OF KID & CALF LEATHERS
GILT EDGE
WHITTEMORES GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS PRESERVES THE LEATHER RESTORES COLOR LUSTRE
"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS., U.S.A.

Quality **Whittemore's Shoe Polishes** *Variety*

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Albo white cake canvas and buck dressing in metal box. 2 sizes.

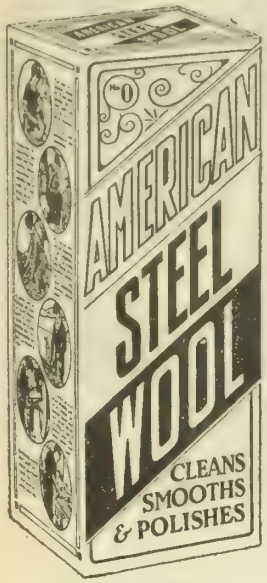
Nobby Brown Paste Polish for brown leather shoes. **Peerless Oxblood** Paste Polish for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass., U.S.A.

American Steel Wool

Cleans, smooths and polishes anything and everything

"My Right Hand in the Home"---The Aluminum Cleanser



Original Package in Red, White and Blue

There is nothing like

American Steel Wool

for these and countless other uses :

Cleaning, scouring and polishing ALUMINUM, enameled, steel and iron kitchen utensils, cutlery, tile, marble, wooden floors, sinks, stoves, bath tubs, basins and fixtures, bric-a-brac and everything about the home, farm, dairy and shop.

Removing dirt, mud and rust from farming utensils, garden implements and tools; from golf clubs and guns; from autos, bicycles, carts, wagons and trucks. Eliminating old coats of paint, varnish, Japan, shellac, etc., rubbing in first fresh coat; also rounding off and smoothing down wooden surfaces.

Whatever, wherever, the object is that needs to be cleaned, smoothed or polished, **American Steel Wool** is essential and incomparable.

Six grades and each the best for a special use:

00-0-1-2-3-4

Grade O is the ALUMINUM Cleanser

The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**

You will make a profitable investment when you stock this line.

Have your jobber supply your requirements.

One important use for Steel Wool

W. J. Chambers & Co., *Sole Agents,* 43 Scott St., Toronto

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

Many Things For Grocers To Think About

Grocers have too many other things to do and to think about these days without trying to become tea experts.

The tea business is a business in itself, more so to-day than ever before.

It requires long experience and accurate knowledge of the tea situation all over the world to buy tea safely and advantageously to-day.

It requires the facilities of a large organization of tea buyers, tea tasters, blenders, etc., to select the teas most suitable for the Canadian taste, Canadian waters, etc., and to blend them so as to combine full flavor, richness, strength and economy. And still greater skill to maintain the unvarying Red Rose standard of quality month after month, year in and year out.

Grocers who let our tea experts work for them will be farther ahead than those who try to do the work themselves.

Don't you think so?

T. H. ESTABROOKS CO., LIMITED

Toronto, St. John, Winnipeg, Calgary
Canada Food Board License No. 6-276

KEEN'S
---the all British Blue

When your customers ask you for Blue, give them Keen's Oxford Blue—the Blue they know—the Blue you know is good—the Blue that has a record not excelled by any other.

Then you'll be sure to get their next Blue order.

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal 30 Church St., Toronto

One of these good looking display cards will keep your stock of Keen's moving.

The Sign of Purity and Cleanliness

The McCormick factory and trade-mark are internationally known—the McCormick million-dollar factory is a national institution. It is the home of the famous Jersey Cream Sodas. The McCormick watchwords are PURITY and CLEANLINESS.

All discriminating buyers look for the McCormick trade-mark because it represents the highest achievement in the biscuit world.

The McCORMICK MFG. CO., LIMITED, London, Canada

Branches. MONTREAL, WINNIPEG, OTTAWA, CALGARY, HAMILTON, ST. JOHN, N.B., KINGSTON, PORT ARTHUR

Canada Food Board Licenses: 11-003, 14-166.

CANADIAN GROCER

VOL. XXXIII. TORONTO, FEBRUARY 7, 1919. No. 6

Dealers Push Different Lines of Cocoa

Individuality of the Retailer Definitely Shown By the Sales Sheets of Western Ontario Grocers — Different Dealers Favor Different Brands

This is first of a series of articles giving interviews with some of Canada's progressive retailers showing how they are getting behind certain brands of goods with their selling power. Cocoa is discussed in this article. In future issues tea, shortening, bacon, baking powder, jams, marmalade, condensed milk, etc., etc., will be taken up. This will be an important series for retailers in the grocery trade. Merchants who have been interviewed point out that it is only by showing their individuality in selling, that they get fair and square treatment from those whose goods they buy and sell.

"DO YOU find that many of your customers ask you over the phone or when they come into the store for a particular brand of cocoa, or do they ask you simply for a tin of cocoa?" was a question asked Fred C. Harp, a Brantford, Ont., grocer, recently

Mr. Harp replied that a large number of his customers just asked him for a tin of cocoa. Some asked for a special brand.

"What kind do you give them," he was asked, "when they ask for a tin of cocoa?" "I sell them ——" he said.

"Why do you specialize on that brand?"

"Because I buy more of that and I sell more of it," he replied, "and I think it is good cocoa."

Similar questions were asked Mr. Hastings of the J. Forde & Co. grocery of Brantford, a short distance from the store of Mr. Harp.

Mr. Hastings pointed out they sold more of —— cocoa than any other kind —mentioning another brand from that which Mr. Harp was pushing.

"We believe this cocoa satisfies our customers better than any other kind. We buy more of it, and naturally we sell more of it. We can sell any line of goods we get behind."

Many Merchants, Many Minds

Here are two grocers in Brantford, Ont., a short distance from each other, one of whom sells more of one brand of cocoa, and the other more of another.

J. L. Wyckoff, a grocer on Dundas Street, London, Ont., has the biggest sale in still a third brand of cocoa.

He was asked again similar questions to those above referred to. He pointed out that he believed he could sell any brand he got behind as long as he knew it was good. The reason he sold the particular brand he mentioned more than any of the others, was that by buying one brand in larger quantities he could get a better price on it. Many of his customers simply asked him for a tin of cocoa, specifying no brand, and many others had been educated to ask for the brand which he was pushing.

Geo. Reeks, of Reeks & Co., grocers, Talbot street, St. Thomas, Ont., gave similar reasons for pushing the same brand as Mr. Wyckoff.

The experiences with cocoa of the four above-mentioned Western Ontario retailers present again strong evidence of the selling power of the retail dealer.

It may be mentioned here these three brands of cocoa are given fairly extensive publicity in mediums reaching the customers of all these retailers. It is undoubtedly correct that generally speaking, customers of each of the four stores read the same announcements. These announcements undoubtedly have some influence upon their buying.

Yet in face of this we find each of the three first-mentioned retailers pushing sales of different brands of cocoa.

The conclusion to be arrived at is that these grocers are showing a definite individualism in connection with their selling efforts. Each has come to the conclusion that a certain brand is the best for him to push. This is the brand that gets his first attention; it is the one that he buys most of and sells most of.

Manufacturers Who Co-operate With Retailer Secure the Best Results — The Aggressive Retailer Can Sell Any Good Line That Has Merit

Confidence in Judgment of the Merchant

This again shows the influence the progressive merchant has over the buying of his customers. All these retailers have been in business a good many years and their customers have learned to have confidence in their suggestions. By some means or other these retailers have either consciously or unconsciously formed the impression that their best interests lie in pushing the sale of one brand of cocoa.

This article is intended to impress upon the retailer that he has a definte individuality when it comes to selling goods. It is this individuality that keeps customers coming back and back again to the same grocer for their foodstuffs.

Investigations made among retailers as related above, and in other instances, show that it is in the interest of grocers to push the lines which they believe to be the best and where the manufacturer takes the trouble to work in co-operation with the dealer rather than to ignore him. CANADIAN GROCER every week hears manufacturers state that the retail dealer is of little or no consideration in the distribution problem, that he merely passes out the goods demanded, and that he is not a salesman himself. One large Canadian tea packer has frequently stated that he does not care anything about the retailer, that he is simply a slot machine for handing out his particular tea when it is asked for, and that he does not deserve consideration. This, however, is another story, and will be told in another article of this series.

Discounting the Dealer is Discounting Business

Many manufacturers who have no faith in the selling ability and individuality

of the aggressive grocer, are to-day throwing away a great deal of money on fake schemes, when half the amount of money spent in co-operating with the dealer would bring much better returns.

Usually the manufacturer who regards the dealer as a slot machine does not hesitate to cut the retailer's profit to a point that scarcely allows him a cent over and above his total costs. Thousands of Canadian retailers can show that they are not slot machines, and that they can sell the goods they get behind, irrespective of all outside or other influences.

While this article deals especially with cocoa, it demonstrates that the retailer forms impressions himself upon the brand of goods he should sell, and that he acts on these impressions. His invoices and sales sheets prove this.

This conclusion is absolutely correct If it were not why should we find three retailers in two cities in one part of the country where their customers read the same general mediums, and who are of the same type, pushing the sales of three different brands of cocoa?

CANADIAN GROCER stands firm for co-operation between the manufacturer and the retailer. Many manufacturers are known to-day who are losing sales to retailers because they are not extending this co-operation and not treating the merchant as an important link in the distribution of their products to the consuming public.

This article will be followed by a number of others showing definite cases where the retailer shows his individualism and selling ability. Watch for the remainder of these articles.

Outlook for Marmalade Considered Fair

Winning of War Has Not Increased Supplies of Bitter Oranges—Italian and Spanish Hard to Get—Canadian Outlook Doubtful—Large Percentage Waste—San Domingo Bitters Coming—Grapefruit Marmalade Selling

THE attitude of many has seemed to be that now the war is won and virtually over, that the troubles of the trade should be over. Goods should be forthcoming in ample quantities, and the poor consumer should not have to pay the high prices which have been reached after a more than four-year war period. The case of bitter oranges in their relation to marmalade is no different from that which must apply in many other lines. Supplies are not easy to get, prices have not sagged, and the outlook is, for the new pack now being preserved, even higher prices.

Italian Bitters Hard to Get

The factors contributing to this condition are many, and whereas now it may even seem absurd to blame them on the war, there is no doubt that conditions arising out of the war are very largely responsible. Bitter oranges, like many other lines, do not grow in a day, but their cultivation and successful marketing depends very largely on almost daily care and attention. The position of the Italian bitter, then, neglected to a large extent through stress of war and the need of men on the fighting line, is not one that is too encouraging.

It is true the active war operations ceased in time to enable more workers to go to the groves to pick, but through inefficient cultivation the crop was not such that their assistance was needed very badly. Then again Great Britain stepped in and took over all the exportable surplus—practically a home market for the Italian interests and worries over transportation nil—John Bull would take care of all the details in that connection.

Canadian Outlook Was Doubtful

Most certainly the outlook for Canadian interests was none too bright, but when the position of Canada's manufactures was explained, and the release of at least some supplies asked, Great Britain complied, and there have been a couple of small shipments come through, which will help materially in tiding over the coming year.

Spanish Not Much Better

The question arises then: why not secure the Spanish bitters if all this formality and trouble in getting the Italian bitters released? The situation in these is practically a parallel to that which obtains on the Italian product. Great Britain, it is understood, stood ready to take over the exportable surplus of these, and the same difficulties in getting supplies of these occurred. It is understood that one car of these has come through to the Toronto market.

Large Percentage Waste

Outside of manufacturers who are in a position to make almost immediate use of supplies coming in, there are comparatively few bitter oranges brought in to be marketed through the regular channels of trade. The average wastage of Spanish bitters is estimated at about 30 per cent., which is a high figure to be overcome. The keeping qualities of the Italian bitters are said to be somewhat better, but these are not quite so juicy as their neutral neighbor.

What is to Come Unknown

There is still time for further shipments to come from both sources, but that these will come is unknown. As far as can be learned there have been no further supplies released, and it may be that receipts already registered will prove the sum total received. Another two or three weeks will complete the season, and some more accurate statement can be made as to supplies. So far the manufacturers have not fared so badly, and they are in a position to offer very fair quantities of marmalade. How long stocks of marmalade from the present supplies of bitter oranges will last is something the future will determine.

San Domingo Bitters for Consumer

An interesting sidelight on the European bitters is the probability of some San Domingo arrivals at an early date. Last year, it is understood, there were some Porto Rico and San Domingo bitters reached Canada, and latest reports indicate that a shipment from the latter source is due now. These, as far as can be learned, will be sold through the regular channels of trade to the consumer. It can be seen then that these are not a factor as far as the manufacturer is concerned, only in as far as their use may curtail demand for marmalade from the few who will buy and make up their own. The San Domingo bitter is somewhat larger than the European varieties, but is said to be very juicy.

Lemons a Factor in Cost

The general scarcity of bitters, however, with their high cost are not the only factors which add to the ultimate consumer's high cost for marmalade. It is understood many manufacturers use a certain amount of lemons with their product to give the right touch as it affects the taste, and the story of lemons is one which is familiar to the trade; they have not contributed in such a way that costs could be reduced on any product of which they are a part. Lemon supplies, however, are plentiful, and this, at least, is a redeeming feature when the talk of scarcity is heard from so many sources.

Grapefruit Marmalade Selling

But there is one other line which is used to some extent—and it is claimed increasingly so—in the manufacture of marmalade. This makes a departure from the orange marmalade altogether, for attention is now directed to grapefruit and its place in the morning meal. Some may say that in its natural state it is best to start off the day, but at least it is being made into marmalade, too.

Grapefruit marmalade is not altogether a new departure, although its sale by no means approximates that of the orange. Difficulties in securing supplies have not been so great, however, and whereas prices have been high, it has

Continued on page 30

An affective window arrangement to aid in marmalade sales.

"Tell Your Customers"—the Secret—

Advertising the One Successful Means of Selling Window Displays—Newspaper Advertising and Just Plain Selling—In Other Words, Telling Your Customers —How Some Grocers Have Used These Means of Selling Marmalade

ROUND about this time of year, with the fruit cellar developing that lean and hungry look, there is bound to be a considerable run on all kinds of canned and preserved fruits, and especially of marmalade. Marmalade oranges will be coming on the market, and will be displayed everywhere. Now it may be that comparatively few customers make marmalade, and it may be that there are comparatively few oranges to make it with, but the suggestion is there all the same, and the suggestion spells marmalade. J. L. Wyckoff, of Wyckoff's Quality Food Shop, Dundas street, London, is a merchant who does not let these opportunities pass him by. When he sees such an opportunity coming, he goes after it, in his own way.

Angling for Business

"We have made it," he says, "a practice to push one particular brand of marmalade, thereby allowing us to buy in larger quantities and incidentally giving us a greater discount in quantity lots.

When our shipment arrives, usually two or three barrels, we trim our largest window 'bang up,' and, of course, use a price card on each size package; also a large card in the background, something like 'For a tasty, appetizing breakfast. Here and there throughout the display we place fancy baskets of oranges or grape fruit, as the case may be. We also place a jar or can of each size in different places in the shop, readily seen by our customers. Sometimes, if we can spare the space, we devote a table to a display. After our 'scene is all set,' we just push, tell everyone about it.

Using a Slicer to Help Sales

Our selling methods for marmalade supplies is very similar to that of marmalade, except that we trim our windows with bitter and sweet oranges, grape fruit and lemons, with a background of package sugar, and, of course, the indispensable price and announcement cards. We have six fruit slicers, which we loan gratis to purchasers of fruit; this we have found very profitable, as many people come here to get their marmalade supplies, so that they may have the use of a slicer. Last year, on account of the high prices and scarcity of bitter oranges, the season was rather poor, but previous years our slicers are busy all the time, with a waiting list of ten or more, as long as the season lasts

The Importance of Making a Noise

Of course, it is needless to say that to make a success of selling any "special," it is necessary to make a noise—use the windows, that's what they are for; interior of shop, the newspapers, and, of course, your mouth—tell your customers. Simple, isn't it?"

H. Malcolmson, Chatham, Ont., is another merchant who takes advantage of the opportunity to feature goods at appropriate seasons.

"We find the best way to sell marmalade," he states,"is by display, more especially by means of window display, backed up all the time by newspaper advertising.

We have also found that where we have a "prospect," it is often good business to send a letter, giving a list of the marmalades or jams, and we would have a price per dozen.

THESE MARMALADES WILL HELP TO START THE DAY WELL

At breakfast you need some little fillip to the appetite, something to start you off on the day's work, with a cheerful, satisfied feeling. Marmalade, the kind we sell, will provide that very sensation.

Our prices are right, but we are calling attention rather to quality than price. For Instance, Note These Brands:

..Orange Marmalade ..c
..Orange Marmalade ..c
..Orange Marmalade ..c
..Lemon Marmalade...c
..Grape Fruit Marmalade c
..Fig Marmalade.....c
..Pineapple c

BROWN BROS., 100 Main St.

An Advertising Suggestion for Fe aturng Marmalade Sales.

Of course, this would not be in a general way, but in special cases we find it brings us good business."

Making a Special Sale

A. Snyder, 327 Roncesvalles Ave., Toronto, is another grocer who believes in the value of a special drive, backed by window displays, to bring business in this line. At the time of stock-taking, he found that he was considerably more heavily stocked in marmalade than he had supposed, and this in conjunction with the fact that it was a good season to dispose of these goods, gave him the idea of making a special sale on these goods. He arranged window displays of different sized containers, with cards drawing attention to the marmalade and the price. Inside the window had still its selling force, as the display looked inward as well as outward. In addition, there was a smaller display on the counter, and customers entering the store naturally were interested in the display, and in almost every case enquired regarding the marmalade. As a result of this special effort during the course of the two weeks' sale, there were sold five cases of one size marmalade, five cases of larger size, and three cases of marmalade in large pails. That totals a very appreciable quantity of marmalade to dispose of in two weeks, and it was done by telling the people about it.

Strong Combination of Jam Firms

Crosse and Blackwell, Keillers and Lazenby Come Together—New Factory For Crosse and Blackwell

LONDON, Eng. (Special)—Crosse & Blackwell, Ltd.; Jas. Keiller & Sons, Ltd., and E. Lazenby & Son, Ltd., three large British jam firms, have amalgamated, forming what is considered to be the most powerful amalgamation in the jam business in the world. These three firms have been large manufacturers of jams, marmalades, pickles, confectionery, etc. Frank Blackwell, vice-chairman of the Amalgamation, states that the Crosse & Blackwell people will be removing their factory to a new and larger site where they will secure direct railway and water communication to assist in the development of their export trade.

"The fusion," said Mr. Blackwell, "means the pooling of brains and the pooling of profits. While each firm will retain its individuality and continue to manufacture its specialties, each firm will also profit from the experience, knowledge, and enterprise of the others. It will be a case of new ideas all round. The demand for British jams and pickles and tinned foods has been so great that the difficulty hitherto has been to cope with the orders from certain overseas markets. Under the new arrangement it is not too much to say that there should not be a place in the world where these British food specialties are unobtainable."

No More Licensing For the Trade

Food Board Makes a Sudden Change of Face, and Decides Not to Continue Licensing System—Wholesale and Retail Grocers and Restauranteurs Freed From Restrictive Legislation

RATHER to the surprise of everyone, owing to the fact that a little over a week ago the Canada Food Board had announced its intention of continuing the licensing system for another year, and had even noted some changes in the machinery for renewing these licenses, the licensing system as it affects the grocery trade, both retail and wholesale, is a thing of the past. The order was made public on Jan. 30.

The effect of this new decision is to cancel, as far as these trades are concerned, all the regulations and restrictions bearing upon the storing and marketing of foods. With the licenses withdrawn, the grocer need no longer fear that he is transgressing a law in selling sugar or flour. The regulations are a thing of the past, for all these regulations were dependent on the continuance of the licensing system.

With this new order the licenses at present in effect automatically become void, and no merchant entering into a new business from this date will be required to obtain a license.

Regulations Actually Withdrawn

The regulations actually withdrawn are Number 17 requiring the wholesale grocer to obtain a license.

No. 21, requiring the retail grocer to obtain a license.

No. 22, requiring the general merchant dealing in grocery and other restricted lines to obtain a license.

No. 46, requiring the obtaining of a license by restaurants.

No. 63, setting the price for B.C. salmon to the Pacific coast fishermen.

While these changes are somewhat unexpected, they will be none the less welcome to the trade that has in many instances found these regulations a very heavy burden without any apparent compensations.

The Canada Food Board, as far as any limitation it can impose on the retail grocer is concerned, is practically a thing of the past.

SUGAR SALES REALLY PROFITABLE

Large Turnover an Item to be Considered in Judging Whether or No a Line is Profitable.

A few days ago CANADIAN GROCER was discussing with Geo. Reeks of Reeks & Co., Talbot Street, St. Thomas, Ont., the question of profit on sugar.

"Do you consider a retailer is making a net profit on sugar if it costs him 18 per cent. on his sales to do business, and he makes a gross profit of 15 per cent, on sales on sugar?"

"Yes," declared Mr. Reeks, "I maintain he would make a profit on sugar under those conditions. Sugar is a line that turns over quickly, probably 20 to 30 times a year, and on this account, shows a good net margin beyond its own sales expense. The volume of turnover in business is an important consideration."

It is stated by an authority that the retailer's sales of sugar average about 5 per cent. of his total turnover during the year.

CANADIAN GROCER would like to hear from other merchants on this point with their ideas and opinions.

PRESIDENT FOR FOURTH TERM.

Charles E. Parsons of Parsons, Brown & Co., wholesale grocers, Toronto, has been re-elected to the presidency of the Commercial Travellers' Mutual Benefit Society. It was felt that Mr. Parsons' energetic interest in the society had been in a large measure responsible for the very satisfactory showing of the society, that has just closed the most successful year in its history. This is the fourth term for Mr. Parsons in this office.

OUTLOOK FOR MARMALADE

Continued from page 28

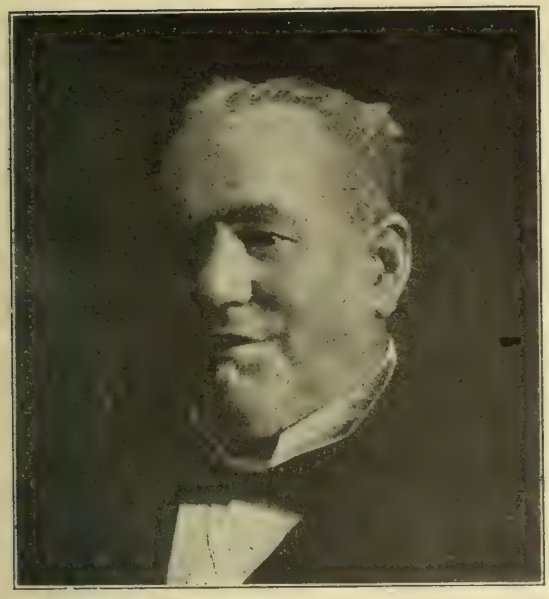
been possible to meet the requirements of the consuming trade.

As far as can be learned, no particular size is better than another, though it is thought probably a medium size would suit the operations of the manufacturer best. The very large sizes, bought in straight cars, would probably be somewhat cheaper, but the lower cost here might be offset by higher manufacturing operations. Grapefruit has been easier to secure the past couple of years than European bitters, and this has probably been a factor in increasing the sale of marmalade. It is looked upon as a good product and will probably enjoy a steadily improved demand.

Altogether the trade stands to be fairly well supplied with marmalade. It is possible that the higher prices it has been found necessary to name may curtail consumption somewhat, and in this way stocks carry through until another season rolls around. For the next few months at any rate, the morning breakfast need not be without its quota of marmalade.

Walter Paul, Veteran Grocer, Passes

A Pioneer in the Grocery Trade, Not Only in Montreal, But in Canada, He Started Business When Montreal Was a Place of Small Dimensions, and Has Gained a Reputation With His Customers and With the Trade That Anyone Might Envy



The Late WALTER PAUL

FOLLOWING an illness of several months, Walter Paul, a veteran grocer of Montreal, died last Thursday at his home on Park avenue, at the age of eighty-one.

There was probably no retail grocer in the eastern part of Canada who enjoyed a wider acquaintance than did the late Mr. Paul and the news of his demise was received by hundreds of personal friends with the keenest of regret. For, until his illness laid him aside last fall, Mr. Paul was daily at his office desk, where he was a familiar figure for many years.

Mr. Paul came from Scotland, where, in 1838 he was born at Killearn, Stirlingshire. At the age of 25 he sailed for Canada and resided in Quebec city for three years. At the expiration of this time he came to Montreal in 1866 and has been a constant resident since, and during the greater part of this time was definitely connected with the grocery trade.

It was not long before Mr. Paul ventured into business on his own account. From the outset he conducted a straight grocery business, for even though it was largely characteristic of the groceries in this section of the country to handle liquors, this did not appeal to Mr. Paul and he never handled the line. Following this principle through his long business life in Montreal, he built up a unique and extensive business, which has, for the past year, been conducted as "Walter Paul, Limited."

In the course of business evolution in Montreal, Mr. Paul saw many changes. Perhaps no one person connected with the trade has seen a greater transformation in the methods of doing business, and in the prosperity attendant upon the experience of many who came to be his customers in a large way for a superior and select class of groceries. For, realizing the advantages of selling the better lines, Mr. Paul located where he would be ideally situated to meet this demand.

Mr. Paul's first store was on St. Catherin Street, where now stands the John Murphy departmental store. Moving from here to the corner of St. Catherine and Metcalfe Streets, Mr. Paul's business life was spent here for over thirty years. Rents becoming abnormally high, it was felt that a location in the closely populated residential district would serve his growing trade well, and in accordance with this decision a large store was erected at the corner of University St. and Burnside Place. A branch store had been established at this point some years before, but improvements decided upon and carried out gave the firm a large store, replete with ample facilities for conducting a modern business, cold storage being embodied in the new building and large storage capacity for the extensive stock carried, being otherwise afforded.

Mr. Paul was interested in many varied activities, but more particularly in church work. For 40 years he was superintendent of the Sunday School of Knox Presbyterian Church, of which church he was a member. In fact he attended, for a great many years, the annual General Assembly of the Canadian Presbyterian Church, and is said to have not missed one of these historic gatherings for the last twenty-five years. Even last summer he atended the Assembly at London, Ontario. Of church law and policy Mr. Paul was a recognized authority and he was, of course, an elder for many years of the above-named congregation. His retirement from active Sunday School work came only a short time ago when he felt the work too great a tax upon his health.

In addition to the foregoing, Mr. Paul was a justice of the peace, a member of the Montreal Board of Trade, a life member of the Caledonian Society and a governor of the Montreal General Hospital.

So extensive had Mr. Paul's business become, that he has maintained a staff of some thirty employees.

Those surviving comprise, in addition to Mrs. Paul, six sons and two daughters. Three of the boys are now overseas, these being Pte. W. D. Paul, now with the 20th Battalion of Occupation in Germany; Lieut. C. G. Paul. R.A.F.; and Sapper F. S. Paul with the Canadian Engineers. Those resident here are: W. H.; R. H.; and G. A.; while of the daughters, Mrs. L. J. Paterson, resides in Montreal, and Mrs. E. L. Miller in Halifax.

Mr. Paul was laid to rest in Montreal on Saturday afternoon, a very large number of friends assembling to pay their last respects.

AFTER THE WAR

Journal of Commerce, New York

A fall in prices, if it be gradual, is not inconsistent with a continuance of prosperity. It will, in fact, temporarily at least, increase the purchasing power of labor and it is to be hoped that in the long run it will encourage labor to participate in the reconstruction which the ending of hostilities must inevitably bring about as the result of industrial demobilization. Of course, any sudden movement in the form of spectacular declines in prices of commodities would mean financial, mercantile and industrial dislocation. But with widespread co-operation and prudence, bankers are convinced that the readjustment can be accomplished in an orderly manner.

MANY CONVICTIONS FOR BREACH OF ADULTERATION ACT

During the past week or so there have been an unusual number of convictions for breaches of the Adulteration Act, more especially in the sales of maple syrup, of a number of merchants in St. Catharines, Niagara Falls, Bridgeburg, Welland, and Dunnville, Ontario. In each of these cases the merchant was fined the minimum penalty and costs, which totalled about $40 in each instance.

BE SURE THAT HONEY IS PURE

The fact that substitutes for honey are appearing on the market is an item of danger to the merchant handling these lines, unless he uses the utmost care. These goods cannot of course be sold as honey. Honey, according to the food standard is entirely product of the work of bees operating upon the nectar of flowers and other saccharine exudations of plants, and contains not more than twenty-five (25) per cent. of water, not more than eight (8) per cent. of sucrose (cane sugar); not more than twenty-five hundredths (0.25) of one per cent. of ash, and not less than sixty (60) per cent of invert sugar."

This is the standard that all goods sold as honey must meet, and it is of course impossible for any substitute article to meet these requirements, so that any substitutes sold by the merchant should in no way be sold as honey under pain of a heavy fine.

CANADIAN GROCER

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DOES THE GROCER NEED A GUARDIAN?

DURING the past years, under the guidance of the Canada Food Board, the grocer has not been permitted to advertise sales of sugar and flour, so that the two most treasured lines of the cut price merchant, have been sold like other goods, not as something thrown in for good measure.

When once this restriction is withdrawn will the trade go back to that old absurd habit of giving these commodities away, and making up the profit that should be secured on these lines on some other article? It's a bad system this, of bridging a loss on one article over to another, and making the second article bear a double burden, and it is to be hoped that merchants will have convinced themselves of the error of this system and will not return to the practice in the days to come.

DO YOUR SHARE

THE value of a good local newspaper is much greater than many people seem to think. One way the home merchants can help not only to keep it good, but to make it better, is to patronize it and furnish it with ads. A little investigation will convince anyone that the great majority of people are just as much interested in reading attractively written ads. as they are in following the general news. Many merchants do not always appreciate the mighty power the press is in helping to carry on the business of the country and in maintaining its power.

THE MAIL ORDER HOUSE A GREAT TEACHER

THE annual report of Sears, Roebuck & Company shows that the gross sales of this great mail order concern were $25,000,000 greater than in the previous year, and an increase of more than $50,000,000 from the sales of 1916. These figures give some indication of the way in which the mail order house is gaining in the favor of the public.

There is a tendency on the part of many merchants to look with fear on these advances and to feel that their days are numbered. As a matter of fact, there is little to fear. The mail order house is unquestionably taking business from some merchants, but the additional turnover is not due to this but largely to the actual cultivation of business. The mail order house is actually making customers, for themselves primarily, of course, but for the live merchant also who is wise enough to adopt progressive methods, and to take advantage of the growing demand that these large organizations are cultivating. The mail order store is the livest teacher that the retail merchant has ever had, and the merchant who heeds the teaching is prosperous. The mail order house casts no shadow on the doorstep of the wide-awake merchant. If he is losing ground it is probably the merchant himself who is to blame.

A PAROCHIAL VIEWPOINT

A LETTER writer in the Ottawa *Journal* makes the statement that the fact that so much Canadian bacon has gone overseas is the reason for high prices at home, and urges that the Government's effort to re-establish this market, and in the interval to keep surplus supplies of hogs off the market, is an unwarranted effort to bolster up prices.

That is, unfortunately, an all too prevalent viewpoint. It is correct only in a very small way. If the present supply of hogs were maintained and the outlets curtailed, naturally prices of pork products would decline. But it is to be remembered that pork production has been large only because there has been a large market for bacon product at a fair figure.

It is a parochial viewpoint that would cut off a market to gain a lower cost of goods. Everybody benefits from a healthy export trade. The proof is that Canada could lend out of its own pockets upwards of a billion dollars in Victory bonds. Canada could not have done that fifty years ago, when Canadians, and Canadians only, were eating Canadian hogs, and other products, nor could they have come anywhere near the per capita loan.

It is not only the packers, or the millers, that profit by export business and consequent high prices, it is every single one of us.

Canada Food Board, R.I.P.

Now That Its Days Are Drawing to a Close, Let's Think a Little More Kindly of Mr. Thomson and His Activities—After All No One Was Very Badly Hurt—A Kindly Word For a Much Abused Official

By CANADIAN GROCERS' Representative at Ottawa

H. B. THOMSON

THE Canada Food Board offices are now very different from the scene presented to the visitor when the war was on. The staff has been greatly reduced since the war ended, and now consists of barely sufficient with which to carry on the operations of the Board to their conclusion, which is not far off. The premises of the Board have been moved a few doors west to the Rideau Building, and the offices they are occupying will probably merge gradually into those of the Canadian Trade Commission. This latter body has not got formally to work yet as a body, but H. B. Thomson is giving it his attention, as well as winding up the activities of the Food Board.

It will likely be a considerable time before the food supplies of the world are allowed to run freely in their old channels, trickling down to a small stream here and swelling to a flood there, as was the case in the past. Wherever the German set his foot, he not only stripped the country of its visible supplies, but in passing through he saw to it that where two blades of grass had grown in the past, none should grow in the near future. As a consequence, while we have two crops piled up in the Argentine, three in Australia, and a surplus in India and some other countries, Roumania, Servia, Russia, Poland, and other countries are in extremities; France, Belgium, and Italy are only a degree better; even in Holland, which war has not actually touched, had to adopt a rationing plan in December, a month after the war ended. It will take a considerable time to get production back to normal in Europe, and during that time a careful watch, at least, must be maintained on the food supply of the world.

No Job for a Nervous Man

It would be a hard and an ungrateful thing if the Canada Food Board should go out of being unwept, unhonored, and unsung. It has been the target for more criticism than, and as much abuse as, any public institution ever created in Canada. If there is a vulnerable point in the long armor of H. B. Thomson, the chairman, some of the winged arrows of wrath sent against him must have found lodgment. The things that have been done to that man—mostly over the telephone, or by mail—by irate producers and frenzied consumers would make the average man shrink, both mentally and physically, away below normal; Thomson seems to have been designed by nature for a food controller, with a large margin of shrinkage allowed. It is not a job for a man with a nervous disposition. Judging by some of the letters sent into the Board, and some of the remarks made upon its operations, little children robbed of their full daily complement of sugar, or restricted in their morning supply of bacon, as they dip their ration of "substitute" bread in their high-priced milk, couple the names of Thomson and the Kaiser when they lisp their evening prayers.

We are a very democratic people in Canada, and therefore impatient of control. Until this war came, the only restriction put on personal liberty in Canada was that, theoretically, each man's liberty should stop only where the next man's began. Having respect to his digestion, he could eat whatever he could get the money to buy. When food control was announced, it got off to a bad start. The average man took it as meaning not rationing of supplies, but control of prices; and when he found it meant that he would have to eat less, and pay more for it, a roar started, which is still reverberating mildly from the Atlantic to the Pacific. It is true, profits were limited in essential articles. The producers knew it, and the consumers would not believe it, which is the reason why both classes used to attack the Food Board from their respective angles.

Appeasing an Outraged Stomach

The prejudice which existed against food control was of the sort which did not wish to be removed. It was a scapegoat's job. Somebody had to be damned for the indignities, mild though they were, which were inflicted on the national stomach. What restaurant boarder, as he took in hand his morning ration of sugar, which, in its white envelope, looked like an attenuated Siedlitz powder, and debated with himself whether he should use it on his porridge or his coffee, did not change the prescribed before meat to a heartfelt "Damn the Food Controller!" Some irrationality over rations might be permitted to the Democrat at the breakfast table, having his morning hate, but it is somewhat surprising that it should penetrate to the cloistered quiet of the editorial sanctum. Better things might be expected, for example, than those we find in a recent editorial in the Toronto "Telegram," under the caption: "The Folded Hands of the Food Board." This article intimates that while the United States Food Administration controlled profiteering efficiently, the Canada Food Board did not. The statement was also made that the Canada Food Board did not impose penalties for infractions of the food regulations. The writer in the "Telegram" cites in support of his case the price of turkey in the City of Baltimore. The absurdity of the illustration, which is the only one given, suggests the value of an inquiry which should show just what was the effect of food control on the table of the average family in Canada and the United States, respectively.

Comparing Food Prices Both Sides of the Border

Statistics compiled by the Labor Departments of each country in September, 1918, for 60 cities in Canada and 40 cities in the United States, show the following comparative costs for the weekly budget of the average family:

	Canada 60 Cities	United States 40 Cities
Bread, 15 lbs.	$1.170	$1.485
Flour, 10 lbs.	.680	.680
Butter, 3 lbs.	1.486	1.776
Milk, 6 qts.	.744	(Imperial) 1.029
Cheese, 2 lbs.	.643	.720
Eggs, 2 doz.	1.065	1.172
Bacon, 1 lb.	.511	.562
Beef, 4 lbs.	1.363	1.426
Pork hops, 1 lb.	.403	.461
Potatoes, 2 pecks.	.707	(Imperial) .702
Beans, 1 lb.	.169	.169
Rice, 2 lbs.	.238	.274
Tea, ½ lb.	.303	.332
Coffee, ¼ lb.	.114	.076
Sugar, 4 lbs.	.472	.384
Lard, 2 lbs.	.710	.672
Prunes, 1 lb.	.183	.174
	$10.991	$12.094

In the above comparisons, five items out of the seventeen are slightly lower in the United States than in Canada—lard, coffee, potatoes, sugar, and prunes. Of the other items, ten are lower in Canada than in the United States, and two are the same price. At present, potatoes are selling in Canada at from $1.40 to $1.70 a bag, wholesale, and at $2.25 to $2.37 in New York. Coffee, sugar and prunes are naturally lower in the United States than in Canada, as we are farther from the source of supply. The United States is one of the world's greatest producers of lard. Acknowledging the "Telegram's" turkey, the balance is still decidedly in favor of the consumer in Canada. It is submitted that, with the possible exception of one day in the year in either country, turkey is not a necessity of life.

In the case of such necessaries as dairy products and bread, the Canadian consumer was in a more favorable position than his neighbor across the line. Restrictions were placed on the export of butter, which prevented it shooting up to the high prices prevailing in the world

(Continued on page 45)

Simple Book-keeping for Merchants

How to Start a Ledger—Double Entry System Enables Perfect Check to be Kept — Explanation of Entries From Journal Into Ledger

By C. J. MORRIS

(Continued from last week)

IN order to understand the explanation given below of the method of posting the entries in the Journal to the Ledger, it will be necessary for the reader to have before him the Journal for the four days as given in last week's article.

This Journal comprises a record of every transaction in the store which is connected with money. It does not matter whether money is paid out or received at the time or not, the transaction must be entered in this book.

Now it is clear that should we wish at any time to find out how much Mrs. Jones owes us, or how much we owe Anderson & Co., or how much we have paid out for general expenses, we could do so from this book if we took the trouble to go through it and pick out every item having to do with Mrs. Jones or Anderson & Co., but this process would take up far too much time. We therefore make use of another book, called a Ledger, in which we make up, in alphabetical order, accounts for all the persons with whom we do business. In these accounts we enter up each item from the Journal as we go along, so that when we wish to know, for instance, how much Mrs. Jones owes us we simply turn to the account in the Ledger allotted to Mrs. Jones and we there find all transactions we have had with her already entered at the one place, and we can therefore at once tell how much is due from her.

Retain Present Account Systems

It is possible that some readers who may wish to start a system on the lines here described may already have in use one of the various account systems by which customers' accounts are kept. Our system will in no way interfere with any of these account systems, which may be continued simultaneously with, and may be made part of, the one we are discussing.

Whereas the Journal was ruled with a single cash column the Ledger must be ruled with two. In the left hand, or Debtor column, we enter a record of everything the person in whose name the account stands receives from us and is indebted to us for, and in the right hand, or Creditor column, we enter a record of whatever we receive and are indebted to him for.

For instance, take Entry No. 1 in the Journal. Mrs. Jones receives some goods from us and is indebted to us for these in the sum of $5 60. We therefore open an account for Mrs. Jones (see p. 5 in our Ledger) and enter Mrs. Jones as Dr. to Goods for that amount. Later on when she pays us $10 (see entry No. 33) she is our creditor for that amount, and we therefore enter on the right hand side of her account, "Creditor By Cash, $10." The letters Dr. and Cr. are placed over

Page 1

MR. BLACK, 90 Upper St.

Dr.			Cr.			
Jan. 2	To goods	$ 5.55		Jan. 4	By cash	$10.00
" 4	" "	8.30			By balance	3.85
		$13.85				$13.85

Page 2

MR. BROWN, 135 North St.

Dr.			Cr.			
Jan. 1	To goods	$7.20			By goods	$1.40
" 2	" "	1.70			By balance	7.50
		$8.90				$8.90

Page 3

H. T. EDWARDS, 77 Main St.

Dr.			Cr.			
Jan. 3	To goods	$7.40		Jan. 4	By cash	$5.00
					By balance	2.40
		$7.40				$7.40

Page 4

MRS. GREEN, 37 King St.

Dr.			Cr.			
Jan. 2	To goods	$4.30			By balance	$4.30

Page 5

MRS. JONES, 24 Main St.

Dr.			Cr.			
Jan. 1	To goods	$5.60		Jan. 3	By cash on acc.	$10.00
" 1	" "	.75			By balance	5.70
" 2	" "	9.35				
		$15.70				$15.70

Page 6

J. W. ROBINSON, 89 Western Ave.

Dr.			Cr.			
Jan. 2	To goods	$9.30		Jan. 2	By cash	$8.00
					By balance	1.30
		$9.30				$9.30

Page 7

MRS. ROBINSON, 41 South St.

Dr.			Cr.			
Jan. 1	To goods	$ 8.32		Jan. 4	By cash	$ 8.32
" 4	" "	9.38			By balance	9.38
		$17.70				$17.70

Page 8

E. W. SMITH, 54 High St.

Dr.			Cr.			
Jan. 1	To goods	$3.40		Jan. 2	By Cash	$3.40
" 3	" "	3.59			By balance	3.59
		$6.99				$6.99

Page 9

MRS. WHITE, 89 Queen St.

Dr.			Cr.			
Jan. 2	To goods	$11.15		Jan. 3	By Cash	$11.00
" 4	" "	17.63			By P. & L. (disc't)	.15
					By balance	17.63
		$28.78				$28.78

Page 50

DAILY CASH SALES ACC.

Dr.			Cr.			
Jan. 1	To goods	$ 52.90			By cash	$ 52.90
" 2	" "	73.90			" "	73.90
" 3	" "	64.79			" "	64.79
" 4	" "	83.70			" "	83.70
		$275.29				$275.29

Page 201

Dr.		ANDERSON & CO.				Cr.
Jan. 2	To bank	$56.16	Jan. 1	By goods		$57.90
	" P. & L. (disc't)	1.74		" "		37.10
	" balance	37.10				
		$95.00				$95.00

Page 202

Dr.		GREEN & SON				Cr.
	To balance	$20.65	Jan. 1	By goods		$20.65

Page 203

Dr.		HOLDEN BROS., LTD.				Cr.
Jan. 4	To bank	$50.00	Jan. 2	By goods		$74.00
	To balance	24.00				
		$74.00				$74.00

Page 204

Dr.		UNIVERSAL SUPPLY CO.				Cr.
	To balance	$22.30	Jan. 3	By goods		$22.30

Page 301

Dr.		BANK ACCOUNT				Cr.
	To balance	$200.00				
Jan. 2	To cash	52.90	Jan. 2	By Anderson & Co.		$ 56.16
" 3	" "	85.30	" 3	By cash		50.00
" 4	" "	85.79		By self drawing acc.		25.00
				By Holden Bros.		50.00
				By balance		242.83
		$423.99				$423.99

Page 302

Dr.		CASH ACCOUNT				Cr.
	To balance on hand	$100.00				
Jan. 1	To daily cash sales	52.90	Jan. 1	By sundry trade ex's		$ 2.75
	" J. W. Robinson	8.00		By sundry trade ex's		7.50
	" E. W. Smith	3.40		By petty cash		5.00
	" Daily cash sales	73.90		By sundry trade ex's		1.50
	" Bank	50.00	" 2	By bank		52.90
	" Mrs. Jones	10.00	" 2	Sundry trade ex's.		3.80
	" Mrs. White	11.00		By P. & L. (short. in till)		.35
	" Daily cash sales	64.79	" 3	By bank		85.30
	" P.&L. (over in till)	.35	" 4	By bank		85.79
" 4	" Mrs. Black	10.00		By balance		236.47
" 4	" H. T. Edwards	5.00				
	" Mrs. Robinson	8.32				
	" Daily cash sales	83.70				
		$481.36				$481.36

Page 304

Dr.		GOODS ACCOUNT				Cr.
	To balance on hand	$2,000.00				
Jan. 1	To Anderson & Co.	57.90	Jan. 1	By Mrs. Jones		$ 5.60
" 1	" Green & Son	20.65		" E. W. Smith		3.40
" 2	" Mrs. Brown	1.40		" Mrs. Brown		7.20
" 2	" Holden Bros. Ltd.	74.00		" Mrs. Robinson		8.32
" 3	" Anderson & Co.	37,10		" Mrs. Jones		.75
" 3	" Universal S'ply Co.	22.30	" 1	" daily cash sales		52.90
			" 2	" J. W. Robinson		9.30
			" 2	" Mrs. Brown		1.70
			" 2	" Mrs. Jones		9.35
			" 2	" Mrs. Green		4.30
			" 2	" Mrs. White		11.15
			" 2	" Mrs. Black		5.55
			" 2	" daily cash sales		73.90
			" 3	" E. W. Smith		3.59
			" 3	" H. T. Edwards		7.40
			" 3	" daily cash sales		64.79
			" 4	" Mrs. Black		8.30
				" Mrs. White		17.63
				" Mrs. Robinson		9.38
				" daily cash sales		83.70
				" balance		1,825.14
		$2,213.35				$2,213.35

the left and right hand columns respectively to signify Debtor and Creditor

Double Entry System

This system, as it has been so far explained, would enable us to find out at any time how we stood with our customers and our creditors, but it would not enable us to check up our books so that we could be absolutely certain that all our entries had been correctly made and that no omission or mistake had occurred. To enable us so to check up our accounts a system called Double Entry has been devised by which every item is entered twice. If Mrs. Jones receives goods from us our stock of goods is decreased to an amount equivalent to their value; if she pays us cash our stock of cash is increased by the sum she pays. We therefore open various impersona accounts, such as Goods Account, Cash Account, etc., and when Mrs. Jones receives goods from us we not only debit her with the goods but we make a corresponding entry on the opposite side in the Goods Account, and Credit Goods by Mrs. Jones with the same amount. Similarly when Mrs. Jones pays us money we not only credit her with the amount but we debit our Cash Account with a like sum. It will perhaps be easier to understand this method if we regard Goods and Cash as actual persons. Mr. Goods supplies merchandise to Mrs. Jones for which the latter is a Debtor and Mr. Goods is a Creditor. Then Mrs. Jones hands Mr. Cash some money, in which case Mrs. Jones is the creditor and Mr. Cash is indebted to her. Thus every item in the Journal will be entered twice—once on the debit side and once on the credit side. This being the case, it is clear that when we come to balance the various accounts the total of the various debit balances must agree with the total of the various credit balances. If these balances do not agree we know there must be something wrong with our bookkeeping and that an error has crept in somewhere, in which case we have to check over each separate entry until we find the mistake.

How to Start Ledger

We have already dealt fully with item No. 1 and we now take item No. 2—Goods received from Anderson & Co.

Parenthetically it may here be mentioned that as a rule a merchant will prefer to have two Ledgers—one for goods bought and another for goods sold; for a business of any size this is preferable. But on the assumption that ours is only a small business we are only using one Ledger, in which pages 1 to 200 are allotted to our customers, pages 201 to 300 to the merchants from whom we buy, and 301 onwards to the impersonal accounts above referred to.

We now open an account for Anderson & Co. on page 201 and credit them "by Goods" with $57.90, and we turn to the Goods account, already opened on page 304, when we were dealing with Mrs. Jones' item, and enter therein on the Dr. side, "To Anderson & Co." $57.90.

Item No. 3 is freight paid on Ander

son's goods. This, strictly speaking, is part of the cost of the goods and in a large business would be so treated, but for convenience and simplicity's sake we will treat it as a Trade Expense. We therefore open a Sundry Trade Expenses account on p. 307 and enter the amount Dr. to Cash, while we credit the Cash account which we now open on p. 302 with the equivalent amount.

Item No. 4 for Telephone is also a Sundry Trade Expense and is treated in precisely the same manner as Item No. 3.

Petty Cash.

Nos. 5, 6 and 7 call for no comment. No. 8 shows the method of taking out a lump sum for small expenses which will be entered in the small memorandum book for petty cash, instead of making a separate entry in the Cash account and Sundry Trade Expenses account for every few cents we may be called on to expend. This $5 is treated as a single Sundry Trade Expense and ordered as were items 3 and 4.

At the end of the day we total up our cash sales and enter the amount in the Journal.

Here it must be observed that for bookkeeping purposes there are two transactions. First the sale of the goods and secondly the receipt of cash, and if we treat each transaction as we do the sales to credit customers we shall require two entries for each. We therefore open a Cash Sales account; from this we have received $52.90 which has been added to our cash and we therefore debit the Cash account with that sum, at the same time crediting Mr. Cash Sales with a like amount. That settles the Cash part of the transaction. Now for the Goods part. Mr. Goods has handed over to Mr. Cash Sales goods to the value of $52.90, and he is therefore credited with their value, while a similar sum is debited to Mr. Cash Sales. This item of $52.90 is thus entered four times.

Pay Daily Receipts into Bank

With reference to item No. 13, too great emphasis cannot be laid upon the desirability of paying into the bank each day the total cash takings of every kind of the previous day, without any deduction whatever. You need not necessarily pay in the actual cash. If you happen to have expended part or all of it draw a cheque for the amount you have spent and pay that in as cash. If it is not convenient to make a journey to the bank every day make out a separate slip for each day and pay them all in when you do go. This daily amount must include not only the amount taken for cash sales, but also any cheques or cash received from your credit customers.

In this way you will have an incontrovertible record of your takings which will be invaluable to you if at any time you should wish to dispose of your business.

We now open a Bank account, which will be a check on our pass book, and enter therein $52.90 on the Dr. side "To Cash," at the same time we credit the Cash account with an equivalent amount taken from it.

Page 305

PRIVATE DRAWING ACC.

Dr.					Cr.
Jan. 3	To bank	$25.00		Balance	$25.00

Page 306

PROFIT AND LOSS ACC.

Dr.					Cr.
Jan. 2	To cash (short. in till)	$ .35	Jan. 2	By Anderson & Co.	$1.74
	" Mrs. White	.15		" over in till	.35
	" balance	1.59			
		$2.09			$2.09

Page 307

SUNDRY TRADE EXPENSES

Dr.				Cr.
Jan. 1	To cash for freight (Anderson)	$ 2.75		
	" cash for telephone	7.50		
" 1	" cash for petty cash	5.00		
	" cash for price cards	1.50		
" 2	" cash for string, etc.	3.80	By balance	$20.55
		$20.55		$20.55

Page 308

CAPITAL ACCOUNT

Dr.			Cr.
		By fixtures, etc.	$ 500.00
		" cash on hand	100.00
		" cash at bank	200.00
	To balance $2,800.00	" stock	2,000.00
	$2,800.00		$2,800.00

Our next customer is J. W. Robinson, who orders some goods to be sent and leaves us $8 to be placed to his credit. We therefore open an account for him on page 6, debit him with $9.30, value of goods, and credit him with $8, cash paid. Remember that each of these items has to have a corresponding entry elsewhere; thus we credit Goods account with $9.30 and debit Cash account with $8.

Returned Goods

Entry No. 16 shows that some goods sent in error to Mrs. Brown have been returned, and in their place we send other goods to the value of $1.70, those returned being valued at $1.40. We therefore turn up Mrs. Brown's account on page 2, credit her with $1.40 for goods returned and debit her with $1.70, goods sent. At the same time we debit Goods account with the $1.40 for goods retaken into stock and debit it with the $1.70 for fresh goods supplied.

Discounts

In entry No. 24 we have the item of discounts. To deal with this and with sundry unavoidable losses or incidental gains, we open a Profit and Loss account on page 306. We then debit Anderson's on page 201 with the amount of our cheque and also make them debtor to Profit and Loss for the amount of discount; at the same time we credit the bank account with the amount of the cheque and Profit and Loss account with the $1.74.

On balancing up our cash for the day we find we are 35c short which we cannot account for. We therefore credit Cash with this amount by profit and loss and debit Profit and Loss with the same amount.

Entry 28. Here it will be seen we pay into bank the full amount of cash takings together with the amounts received from J. W. Robinson and E. W. Smith.

Entry 29. Requiring more money for change, we draw $50, crediting Bank account and debiting Cash account.

Entry 30. The correct method here would be for the proprietor to pay himself a salary, which would be one of the legitimate expenses of the business. However, we will for the present open a Drawing account on page 305 and will deal with the matter when we come to make up a Profit and Loss account.

Entry 35. Here it is, we, who allow the discount, and the entries in Profit and Loss and Cash are therefore now on the contrary sides to those on which they were entered in dealing with entry 24. Entry 39. The cause of our deficit of 35c yesterday has been discovered and entries are made similar to those of yesterday but on opposite sides of the Ledger accounts. The remaining entries are similar to those which have already been dealt with.

In the next article we shall show how to balance the Ledger and prove that all entries have been accurately made.

(To be continued)

OATS THE LARGEST GRAIN CROP

The largest grain crop in bushels grown in Canada last year was oats, of which the total crop was 456,733,900 bushels, harvested from 14,790,336 acres. as shown by the preliminary estimate of the Dominion Statistics Bureau.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

James Smith, of Smith Brothers, groceries and fruits, Sussex, N.B., is dead.

Quebec

J. N. McIntosh, of Ottawa, was a visitor to Montreal this week.

W. E. McConnell, representative of the Interprovincial Flour Mills, Strome,

L. G. Plourd, representing Jos. Dufresne, of Joliette, was in Montreal.

P. Furois, representing the Canada Food Board at Quebec, was in Montreal this week.

Albert Cawthorne, with D. Hatton Co., is covering his western territory in Northern Ontario and Manitoba.

Duff T. Williamson, of the Canada Starch Co., Toronto office, was in Montreal this week for several days.

Wallace J. Baker, sales representative for the Canada Feed Manufacturing Co. in Quebec and Ontario, was a Montreal visitor this week.

J. O. Frigon, Champlain, has sold his stock. The English Bottled Confectionery Co., has been registered with the Deed offices in Montreal.

Ontario

Edgar House, grocer, Hamilton, has sold out.

Summer Bros., London, have sold to J. A. Williams.

Roy M. Teall, grocer, Ingersoll, has sold to Milo Young.

J. B. Heritage, London, has sold to John Tack, Crumlin.

E. Felske, grocer, Arnprior, has sold out to Chas. Wagoutlass.

Leo. Parent, grocer, Windsor, has sold to Mailloux & Parent.

W. Miskelly Merrickville, has been succeeded by F. W. Blanchard.

Cowie & Moore, Ottawa, have sold their grocery business to Mrs. F. Cook.

D. McKerracher, general merchant, Fall Brook, has been succeeded by Wesley Walroth.

Geo. W. McCullough, of McCullough & Marshall, grocer and provision merchants of Brampton, Ont., was married on Jan. 7 at Buffalo to Ella May Tennant, daughter of Mrs. F. N. Tennant of Brampton.

Mr. McCullough, who for many years past has been associated with St. Paul's Church, was recently a guest of honor with his bride at a gathering of several classes of the church, at which Mr. and Mrs. McCullough were presented with a very handsome lamp. Mr. McCullough's many friends will wish him and his bride the very best of fortunes.

G. B. MacCallum, Toronto manager Thomas J. Lipton, tea, etc., left Wednesday night for Winnipeg. Mr. MacCallum expects to be away a week or ten days, as details in connection with the Western policy of the company are, it is understood, to come in for full consideration.

A. H. Hackett, manager of the Swift Canadian Company plant at Chatham, Ont., has joined the staff of the F. W. Fearman Co., Hamilton.

J. T. Wallace, who conducts a grocery store in Brantford, Ont., is critically ill with pneumonia. "Pte. "Jack" Wallace, who was one of the first to enlist from Winnipeg with the infantry is home from the front, after spending three years in France. He came through without a scratch and is now temporarily in charge of his father's store. Before enlisting, Mr. Wallace was buyer for Richards & Brown, wholesale grocers, of Winnipeg.

Western

Baum & Co., Winnipeg, have been succeeded by David Pecker.

A. S. Brandon, Drake, Sask., has been succeeded by A. Liebovitch.

T. C. Hodges, Keeler, Sask., has been succeeded by M. M. Hanna.

The Gould Supply Co., Foam Lake, Sask., has sold to Fiterman Bros.

The Hechter Trading Co., Winnipegosis, Man., have dissolved partnership.

Frank Roberts & Son, general merchants, Onoway, Alta., have sold to Jas. Gair.

J. M. McLean & Co., general merchants, Unity, Sask., have dissolved partnership.

W. G. Murphy & Co., general merchants, Carberry, Man., have registered a partnership.

Stillman & Morganstein, general merchants, Whitemouth, have registered a partnership.

S. Whittaker, general merchant, Briercrest, Sask., is opening a branch store at Hearne, Sask.

W. C. McLaren, general manager; J. A. Morris, sales manager, and A. P. Hayter, travelling representative, of Blackwoods, Ltd., were in Regina recently.

Construction of the new Coca-Cola plant to be erected at Moose Jaw will be commenced shortly. Tenders will be called early next month, it is expected, for a $12,000 brick and concrete building.

H. W. Ritchie, has taken over the general store at Beverley, Sask., in the Swift Current district. He purchased Mr. Hughes' interests in the store when in Winnipeg recently. Mr. Ritchie is a war veteran.

Friends of Pte. C. C. Jones, who was operated on some time ago in a Winnipeg hospital for rupture, will be pleased to hear that he is on the road to recovery. He will cover Winnipeg South later on for Blackwoods, Limited, Winnipeg.

That Saskatchewan export trade in butter is on the increase is indicated by the report for 1918, which shows butter exported to the value of $1,215,000 or an increase of $330,000 over 1917. The production of butter for export totalled 97 cars or about 2,764,500 pounds.

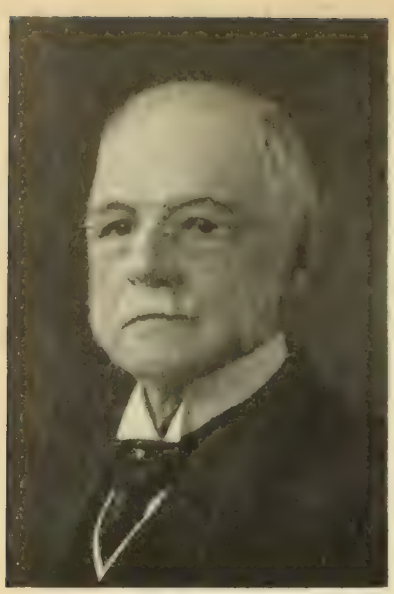
The big warehouse located at Regina, corner of Rose Street and Dewdney Avenue, formerly occupied by the MacLean Grocery Co., Ltd., and the Lloyd Fruit Co., Ltd., has been purchased by the Amherst Central Shoe Co., Ltd., for $60,000. It will be the largest warehouse used entirely by the shoe trade in Western Canada.

The brokerage firm of Tomlinson & O'Brien, Winnipeg, Man., will in future be conducted under the name of Tomlinson & Son. J. J. Tomlinson is continuing in the commission business and his son, C. L. Tomlinson, who has just recently been discharged from the United States Army, and now returned from Camp Grant, U.S.A., will also be a member of the firm. Thomas L. O'Brien has taken over full control of the Crown Candy Co., previously operated by the partnership, and is conducting it under his own name.

Prince Albert for the north and Moose Jaw for the south have been chosen as Saskatchewan centres for the Government-aided stockyards to be built and operated by the Saskatchewan Co-Operative Creameries, Limited, in conjunction with their creamery and cold storage plants. This is the first step toward the encouragement of the livestock industry in Saskatchewan and is the outcome of the suggestion of the Saskatchewan Livestock Commission, appointed to look into the livestock situation and recommend steps to encourage the industry in the province. In view of the fact that the Creameries company already have part of the plant necessary for the growth of the livestock industry, they have been intrusted with the development of the stockyards and abattoirs. Details will be announced shortly.

APPOINTED GENERAL FOOD INSPECTOR

H. J. Dager, Toronto, has recently been appointed General Food Inspector for the Province of Ontario, and will cover the whole province in the future. The Administration of the Inspection of Foods has been changed from the Inland Revenue Department to the Department of Commerce. This, it is expected, will give a more effective system of operation, and it is intended to carry on the supervision and inspection of food to a greater extent, and the Food Adulteration Act will be more rigidly enforced in the future than it has been in the past.



CHARLES CHAPUT
President of Chaput, Fils & Cie, Montreal, who has been in the present business for 61 years

PRESIDENT OF L. CHAPUT, FILS & CIE HONORED BY STAFF

Celebration of 77th Birthday of Head of Firm and His 61 Years in Business.

Charles Chaput, president of L. Chaput, Fils & Cie, Limitee, wholesale grocers of Montreal, was the guest of honor at a recent banquet given by his directors and employees, to celebrate his 77th birthday and also his 61 years in business.

The function was held in the store. The packing room, gaily decorated with flags, had been transformed for the occasion and was large enough to accommodate 200 people, the whole staff. An orchestra had been provided and opened the function by playing "God Save the King," and "O Canada."

At the head table sat Chas. Chaput, with his eldest son, Rev. Father Chaput, S.J., and Armand Chaput, Ferd. Prud'homme, Emile Chaput, Bruno Trudel, Omer Loiseau, Wilfrid Deziel, directors, and Jos. Normandeau who had recently left the firm after 40 years of service.

An excellent portrait of himself, painted by J. C. Franchere, was presented to Mr. Chaput by F. Prud'homme, on behalf of the directors and employees.

Speeches of congratulations and good wishes were made by Rev. Father Chaput, Messrs. F. Prud'homme, A. Chaput, E. Chaput, B. Trudel, O. Loiseau, J. W. Deziel, directors, and also by some of the old employees, J. A. Leboeuf, M. Dieumegard, S. Leveille, A. Geoffrion and E. Gendron.

Mr. Chaput's remarks were most interesting, as they covered a period dating as far back as 1832 and up to 1918. His father, Leandre Chaput, at the age of 14, left his native village, l'Assomption, Que., in 1832, and came to Montreal. He got a position in a store owned by a Mr. Gobetta, and then was clerk at Mr. Phillips' general store. In 1842 he started in business for himself, opening a small grocery store under the name L. Chaput, and to-day, after 76 years, the firm still keeps his name.

Reference was made to E. St. Denis, L. N. St.-Arnaud and L. E. Geoffrion, former partners. Their energetic efforts and honest devotion had contributed to give to the firm its standing amongst the business community of Canada. Mr. Chaput hoped his house would live long with the same principles and ideals handed down from his father. Under these principles, his partners and himself had carried on, and he was glad to hand them over to his sons and grandsons.

As Mr. Chaput had spoken mostly of his father, the other speakers paid a tribute to the activities of the president of the concern. His wonderful vitality permitted him to attend business like a young man, and his keen sense of justice in knowing and respecting the rights and opinions of others made him like the father of this large family.

The entente cordiale was illustrated in a happy manner when T. C. Savage and M. J. Legge, travellers, were called to answer the toast proposed to the English speaking representatives of L. Chaput, Fils & Cie, Limitee. Both referred to the very fair treatment they had always received from the firm they represented.

CHANGE AT BLACKWOODS, LTD

J. A. Morris Appointed Sales Manager—Business in Future Will Be Done Through Jobbers.

An appointment of unusual interest to the trade of Western Canada is that of J. A. Morris to the position of sales manager for Blackwoods, Limited, Winnipeg. Mr. Morris is an Eastern man, but all his business experience has been in the West, chiefly in Washington, California and British Columbia prior to going with Blackwoods, Ltd.

Twenty-two years ago Mr. Morris took a position with Benham & Griffiths, wholesale grocers, Spokane, as traveller and purchasing agent for fruits and vegetables. One of his trips in the latter capacity took him to California, where he came in contact with Harris Bros. & Co., wholesale grocers, and accepted a position with them as salesman, covering California. He stayed with them for five years.

In 1902, Mr. Morris went East, and was married. Then followed a period of wide mercantile experience in Western Canada, and in 1917, when W. C. MacLaren took over the management of Blackwoods, Limited, Mr. Morris joined the firm as salesman, covering the whole of Saskatchewan and part of Alberta.

Recently he was called off the road to become sales manager. Since he took hold of this position Blackwoods, Ltd., have adopted a new policy, namely to direct their business through the jobber, yet detailing the country with travellers. They are manufacturers of such lines as baking powder, extracts, sauces, pickles, vinegar, liqueurs, fountain syrups, temperance drinks of all kinds, and are packers of Heather Blend tea.

J. A. MORRIS
Sales Manager for Blackwoods, Ltd., Winnipeg

AN OFFICER OF THE ORDER OF THE BRITISH EMPIRE

Geo. T. Milne, British Trade Commissioner to Canada and Newfoundland, is Honored

The name of George Torrance Milne, British Trade Commissioner-General in Canada and Newfoundland, is included in a recent list of Officers of the Order of the Empire (civil division) in recognition of services rendered during the war period.

Previous to his recent appointment to Montreal, Mr. Milne was British Trade Commissioner in Australia for five years. He has also resided in various parts of South America. He is a medallist of the Royal Society of Arts, London, and a Fellow of the Royal Geographical Society.

New Goods Department

Blackwoods, Limited, Winnipeg, have come on the market with a package tea which they point out will suit the new supply of water expected shortly in Winnipeg. Winnipeg in the past, as every traveller knows, has used hard water, but in a short time, after spending an enormous sum of money, a supply of soft

water will arrive from Shoal Lake. The firm states that the new blend of tea, known as Heather Blend, will go just as well with the other waters of Western Canada, as with Winnipeg water.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

PRIMARY markets on coffee are again attracting attention by their very strong tone, which has resulted in advances of from 1c to 1½c per pound. European business is, it is indicated, developing to a greater extent following the substantial reduction in ocean freight rates, but the present movement bids fair to give the producers the difference, in the prices they are asking for coffee.

Stocks in first hands are virtually exhausted, and coffee in transit for Canada is a comparatively small factor. Roasters are still very well supplied, but it looks as though prices here must go to higher levels before long unless a decided reaction sets in at primary points. Coffee today is selling on the local markets at figures below replacement values, and this is a condition which cannot continue for very long. Higher prices in the next few weeks can, it is felt, be expected.

MONTREAL—Grocery markets are not characterized by a great deal of change. The conditions are on the quiet side, coincident with the season, and declines made are those for vinegar, biscuits, starches, corn syrups, rolled oats and winter wheat flour. Maple sugar has also been placed on a somewhat wider price range.

There has been some outside enquiry for prunes and export is developing for this line. Coffees are firm and steady, as are teas, and the bean market is somewhat stagnant, without change. The nut market is without feature.

TORONTO—Further declines have been recorded in white beans, and it is hard to determine just what the market is to-day. Even lower levels would not come as any surprise, but just how much further they will go is a question.

The result of this movement to lower levels may mean a reduction in the price of canned baked beans at an early date also. Some quarters are quoting a slightly easier price on tomatoes, but other lines seem to be holding their own fairly well.

A car of dates is due on the local market this week, the first to arrive since the end of last September. Prices will range at around present levels, it is thought. Tanglefoot has registered an advance, and sulphur has declined.

Prices on corn syrup have declined, bulk goods coming down ½c per pound, and package goods 25c per case. Cornstarch and laundry starch are also easier, the decline amounting to ½c per pound all around.

Potatoes show decided weakness, the continued mild weather permitting almost constant marketing by the farmers, with a consequent lowering of prices in view of the heavy receipts.

Cereals remain in an uncertain position as yet, and the market is decidedly in favor of the buyer. However, sales are being made to cover immediate requirements only, and movement is not heavy.

Pork products have sagged again slightly this week, both fresh cuts and some lines of cured meats reaching lower levels. Fresh beef, on the contrary, has strengthened and even higher prices do not seem so far away.

Business shows improvement for the week, and some wholesalers report January sales for 1919 ahead of those of one year ago.

QUEBEC MARKETS

MONTREAL, Feb. 5.—The markets are very quiet this week, and changes are not as many as usual. There is a general tendency to buy in smaller quantities, and in this respect the condition of several weeks past still obtain.

Vinegar, Starches, Biscuits Lower

Montreal.

VARIOUS LINES.—Declines have been made this week for vinegar. This figures 4½c per gallon on the various varieties and the basis runs from 15½c to 25½c per gallon according to quality. Starches of various grades and makes are down ½c per pound, this applying to corn and laundry grades. Various biscuits are about 2c per pound lower.

Sugar is Held; Better Deliveries

Montreal.

SUGAR.—There is a better movement of raw sugars to the refiners and no dearth of stocks is now reported. The outlook is for a steadier basis as from the standpoint of delivery, and the jobbing trade is able to take care of dealers' requirements promptly. No changes of price have been made.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 96
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 96

Dominion Sugar Co., Ltd., crystal granulated		- 9 95
Icing, barrels	10 15-	10 30
Icing (25-lb. boxes)	10 55-	10 70
Icing (50-lb. boxes)	10 35-	10 50
Do., 1-lb.		- 11 05
Yellow, No. 1	9 75-	9 55
Yellow, No. 2 (Golden)	9 45-	9 55
Yellow, No. 3	9 35-	9 45
Powdered, barrels	10 05-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	18 85-	10 95
Do., 2-lb. pack.	11 95-	12 05
Paris lumps, barrels		- 10 55
Paris lumps (100 lbs.)		- 10 65
Paris lumps (50-lb. boxes)		- 10 75
Paris lumps (25-lb. boxes)		- 10 95
Paris lumps (cartons, 5-lb.)		- 11 70
Do., (cartons, 2-lb.)		- 12 45
Crystal diamonds, barrels		- 10 55
Crystal diamonds (boxes 100 lbs.)		- 10 65
Crystal diamonds (50-lb. boxes)		- 10 75
Crystal diamonds (25-lb. boxes)		- 10 95

Canned Goods May Go Higher

Montreal.

CANNED GOODS.—There is a considerable enquiry for canned goods, and some jobbers expect that there will be a scarcity of some lines ere long. In fact there is a suggestion that prices will be higher. Quite a change has come about in the matter of sales, the consumer being a better user from year to year, and this has resulted in a steadier sale all the season around.

"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 15
Do., ½s, flat	1 20	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 65	2 75
Pale, ½-lb., doz.		1 37½
Pinks, ½-lb., doz.		1 62½
Cohoes, 1-lb. talls		4 35
Cohoes, 1-lb. flats		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines—Canadian brands (as to quality), case	6 40	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, dz., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)		6 75
Canned Vegetables and Fruits		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		0 95
Tomatoes, 2s		1 25
Tomatoes, 3s	1 85	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ¼ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls. 50 gals.), gal.		2 50
Olives (in bls, 49 wine gals.), gal.		1 35
Olives, Queen, gal.		1 45

Corn Syrup Down ½c; Molasses Quieter

Montreal.

MOLASSES, SYRUPS.—A decline of ½c per gallon has been made effective for corn syrups. On case goods a lower price is also quoted, 25c per case being deducted from quotations prevailing heretofore. Molasses is steady on the decline of last week, but there is only a limited movement.

Corn Syrup—	
Barrels, about 700 lbs.	0 06¾
Half bbls.	0 07
Kegs	0 07¼
2-lb. tins, 2 doz. in case, case	1 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, ½ doz. in case, case	5 85
20-lb. tins, ¼ doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38½-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, ½ doz. in case, case	5 35
20-lb. tins, ¼ doz. in case, case	5 30
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	1 05	1 08
Barrels	1 08	1 11
Half barrels	1 10	1 13

For outside territories prices range about 3c lower.

Rices Distributed, But Market Quiet

Montreal.

RICE, TAPIOCA.—There has been but little of new moment in the rice situation this week. Distribution in some parts of the continent has been fairly active but in a local way the selling has been of a routine order. Stocks are ample and prices more favorable generally, but without definite change. The same is true of tapioca.

Ice Drips Japan (per 100 lbs.)		11 25
Carolina	12 50 15 00	16 50
Siam, No. 2	9 00	9 75
Siam (fancy)	10 50	11 00
Rangoon "B"	8 70	9 25
Rangoon CC	8 40	8 85
Mandarin		10 00
Pakling	8 60	8 70
Tapioca, per lb. (seed)	0 13	0 14
Tapioca (Pearl)	0 13	0 14
Tapioca (flake)		0 12½

Nuts Held in Fair Supply

Montreal.

NUTS.—There is not a great deal of movement in nuts, more than is usual at this time of the year. Demand for and consumption of peanuts is steady and supplies are good. The basis is fairly steady but slight readjustments, some of them to lower levels, are anticipated in some quarters. These will, it is thought, be very gradual.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 16½	0 17
Salted Spanish, per lb.	0 23	0 24
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85-0	95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Prune Enquiries May Hold Markets

Montreal.

DRIED FRUITS.—Enquiries are coming to the jobbers for prunes and one large wholesaler stated that he could have disposed of his holdings at a much more favorable basis than present prices in the regular selling markets. With

FLASHES FROM THE WEEK'S MARKETS

Dromedary dates and Excelsior dates are due to arrive in Toronto this week. Prices hold at about same levels previously ruling. This is first car to come since September 30, 1918.

* * * *

Corn starch and laundry starch declined ½c per pound this week.

* * * *

Molasses in bulk registered a drop of about 10c per gallon from previous levels.

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The arrival of some bitter oranges means the morning breakfast need not be without its marmalade.

* * * *

Beans came down another notch this week. The break has been quite substantial.

* * * *

Corn syrup is easier, bulk supplies being down ½c per pound, and packages 25c per case.

* * * *

Tanglefoot has registered an advance, the new price being $5.50.

* * * *

A smaller cake of Lenox soap, 120 to the case, is being offered to the trade at $4.95 per case.

space gradually becoming available for overseas shipment it is expected that there will be a steadier market. This will apply in a general way to dried fruits.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $5.50; 4-crown cluster, $6.50-$6.75; 5 crown, $7.50; 6 crown cluster, $7.00-$8.75.		
Muscatels, loose, 2-crown	....	0 14
Muscatels, loose, 3-crown, lb.	....	0 15
Malaga Raisins (5½-lb. bxs), 3 cr.	....	1 75
Do., 4 cr.	....	2 00
Do., 5 cr.	....	2 25
Do., 6 cr.	....	2 75
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	....	0 10¾
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50	8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	....	1 75
Pkgs. 10 oz. 12 pkgs.)	....	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
Prunes—		
Santa Clara	0 80-0 90-0	15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	....
100-120s	....	0 10½
Oregon, 30-40s	....	0 18
50-60s	....	0 18¼
60-70s	....	0 17½
70-80s	....	0 16½

Beans Seem Hopeless As a Big Seller

Montreal.

BEANS.—While there are no quotable changes this week, the future of the market for beans seems to be very unpromising. Dealers are content with the hand-to-mouth buying characteristic of their purchases lately. Those who may be inclined to buy in anything like large lots are sure to secure a favorable buying price.

Beans—		
Canadian, hand-picked, bush.	5 50	5 70
British Columbia	6 00	6 60
Brown Beans	....	6 00
Japanese	6 50	7 00
Yellow Eyes	7 00	7 50
Rangoon beans, per bushel	6 00	6 50
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	4 00	4 50
Peas, split, new crop, per lb.	0 06½	0 07
Peas (blue)	0 09	0 10
Barley (pot), per bag 98 lbs.	....	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

All Spices Hold; Sales Limited

Montreal.

SPICES.—The local market is really quiet and yet there is no indication of a revision of prices at present. Importing costs are high and even at the somewhat high prices obtaining in the Canadian market it is pointed out that these are less than present importing figures would permit were the same brought in to-day.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Maple Sugar 30-35c; Honey Steady

Montreal.

HONEY, MAPLE PRODUCTS.—There is a slightly wider range for maple sugar, but the market is steady and still firm, supplies being limited. There is no changed basis for syrup. Honey is still in fair supply and the market is steadily active and maintained.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2¼-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 30	0 35
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Coffee Market Held; Sales Not Heavy

Montreal.

COFFEE.—The market is steady, and on recent news from Brazil it would seem that prices will be firm. The possibilities of business developing in a big way from abroad have firmed the feeling in the Brazilian market, and if shipping is available high coffee may be looked for. There is not a great deal of change in cocoa, but the movement is steady and the basis firm.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Import Prices Firm On Best Teas

Montreal.

TEAS.—There is evidence that best grades of teas will hold steady and firm. This is generally conceded by many importers and the reduction of ocean rates would, it is stated, be made up by the greater firmness of price in the primary markets. Sales are now developing.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Orange Pekoes	0 46	0 49

Winter Wheat Flour Scored a Decline

Montreal.

FLOUR AND FEED.—A decline of 40c a barrel was made in some quarters on winter wheat flours, and others have even made a larger decline than this in their prices. As for spring wheat grades, there is no change. The selling is limited and the export cut off makes it difficult for the mills to operate on any but a limited basis. Bran and Shorts are not so plentiful, and prices are firmly maintained. The fine weather has probably been responsible for these feeds holding out as long as they have.

Wheat Flours—		
Mixed car lots on track	....	11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers	....	11 25
Add 20c for delivery for small lots.		
Shorts, car lots on track	....	42 25
Bran, per ton, car lots on track	....	37 25
Crushed oats	52 00	58 00
Barley chop	47 00	55 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	....	60 00
F.O.B. Ft. William	....	55 00
Feed oats, per bushel (as to grade)	0 83	0 95

Rolled Oats Easy; Cereals Are Slow

Montreal.

CEREALS.—There is a softer feeling in rolled oats and prices are likely to go lower if the grain market declines further. There is little selling and this makes some holders anxious to liquidate their holdings. Rolled wheat in packages is again coming on the market and is being offered at $5.80 to $6 per case according to size.

3-lb. pkgs., doz.	....	2 90
6-lb. pkgs., doz.	....	5 70
Cornmeal, Gold Dust	5 40	6 00
Cornmeal	3 50	4 50
Barley, pearl	5 50	6 25
Barley, pot, 98 lbs.	3 90	4 25
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	7 00	7 25

(As to grade)

Cornflour, white	5 00	5 10
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	....	5 75
Oatmeal (standard-granulated and fine)	4 90	5 25
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 100 lbs.)	6 50	7 00
Rolled oats, 90-lb. bags	4 25	4 60
Rolled oats (family pack.), case	5 00	5 60
Rolled oats (small size), case	1 90	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rolled Wheat -		
Packages, 36 in case	..	6 00
Packages, 20 in case (family pack.)	....	5 80
Rye flour (Can.), 98 lbs.	5 75	6 25
Tapioca flour, lb.	0 15	0 16

Montreal.

Mushrooms Up; Celery Lower

Montreal.

VEGETABLES.—There is an easier tendency on imported celery and a reduction of fifty cents per case is made on California this week. There may be a further decline. Mushrooms are up, and the tomato market also is higher to the extent of $2 per case.

Artichokes (bag)	....	2 25
Beans, new string (American) basket	...	5 00
Beets, bag	0 75	1 00
Brussels Sprouts, quarts	....	0 20
Brussels Sprouts (doz.)	....	1 00
Cucumbers, Boston (doz.)	....	6 00
Cauliflower (imported), doz.	....	2 50
Cabbage, bbl.	....	1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	....	1 00
Celery, California (6-7 doz.)	...	13 00
Horseradish, lb.	....	0 20
Lettuce (curly), box (3-4 doz.)	....	2 50
Lettuce, Boston, box	...	4 00
Leeks	....	3 50
Mint	....	0 60
Mushrooms, lb.	....	1 25
Basket (about 3 lbs.)	....	3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	....	0 50
Parsnips, bag	....	1 50
Parsley (Canadian)	....	0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag	....	1 90
Potatoes (sweet), hamper	3 50	4 00
Romane	....	0 60
Spinach, box	....	1 00
Spinach, bbls.	....	4 00
Turnips, per bag, Montreal	...	1 50
Turnips, Quebec	..	1 75
Tomatoes (hothouse), lb.	...	0 40
Tomatoes, crates	...	10 00
Watercress (Can.)	.	0 50

Best Apples $10; Oranges Lower

Montreal.

FRUITS.—The market is characterized this week by a lower basis for oranges, which have declined 50c to $1 per case. Grapefruit is up a little, and apples are very high, the better grades selling at $10 per barrel. There is not a great deal of trading.

Apples—		
Baldwins, No. 1	8 00	10 00
Blenheims	5 00	5 50
Greenings	8 00	10 00
McIntosh Reds (best)	8 50	10 00
Gravensteins, No. 1	4 50	5 50
Spys	8 00	10 00
Russets	....	8 00
Kings, No. 1	8 00	10 00
Do., No. 2	....	8 00
Wagners	....	8 00
Apples (in boxes)	3 50	3 75
Bananas (fancy large), bunch	4 50	4 90
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)	....	9 00
Do., (med.)	7 50	8 00
Emperor, keg	....	7 50
Grapefruit (fancy Porto Rico)	5 50	6 00
Lemons (fancy new Malagas)	....	6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box	....	4 00
Pears, California (110 size)	....	5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida	....	5 00
Oranges, Calif. (200 size)	6 00	6 50
Oranges, Calif. (100-126)	....	5 50
Oranges (Mexican)	..	5 00

ONTARIO MARKETS

TORONTO, Feb. 5.—Markets generally show little change. Some reductions have been made this week, bulk molasses sagging about 10c per gallon, and further reductions being made in the price of beans. A decline in laundry and cornstarch and corn syrups has occurred, bulk being down ½c per lb. and packages 25c per case. Tanglefoot has registered an advance, while lower prices rule on sulphur. Primary markets on coffee show increasing strength, but no change locally has been made in the general list. A car of dates is due to reach the local trade this week.

Some wholesalers report an increased business for January, 1919, over January, 1918, and a much better feeling as to the general outlook prevails.

Sugar Moving Quite Satisfactorily

Toronto.

SUGAR.—There is a very fair volume of business being done and some refineries report an increase for the month of January, 1919, over the same period in 1918. This may be due to the fact that supplies are more plentiful, but it is nevertheless true, and whereas the tendency is not to buy in big quantities, the sorting business which is coming through is very satisfactory. Manufacturers have been bigger factors in the use of sugar during the past month than they were one year ago and this is a condition which may well prevail during the entire year. The outlook is considered very bright as regards supplies and the refiners are very keen on developing new business. Prices show no change for the week, remaining as follows:

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Tanglefoot Higher; Sulphur Lower

Toronto.

TANGLEFOOT, SULPHUR. — New prices have been named on Tanglefoot, which provides an advance. The new quotations now being made to the trade are at $5.50.

There has been a decline in the price of sulphur, full bags, now selling at 3½c per pound and smaller quantities 4c per pound.

Lenox Soap is now being packed 120 to a case, but a smaller cake, and selling at $4.95 per case. Price on Lenox soap 100's is being quoted in at least one quarter at $5.25 per box, f.o.b., Toronto.

Salted Peanuts Register Decline

Toronto.

SALTED PEANUTS, PEANUT BUTTER.—Lower prices have been named on the Squirrel Brand Salted Peanuts, the 5 cent packages, whole, skins on, 30 packages to the box, 30 boxes to the case, 90 cents per box; Blanched, 30 packages to the box, and 30 boxes to the case, $1.05 per box; Bulk, whole skins case, $2.80 per box; Blanched, halves, 10 pounds to the box, 8 boxes to the case, $3.10 per box.

A revision was noted in Squirrel Brand peanut butter last week, and these have been changed again and the following figures are the correct ones prevailing: 1 pound $3.60 per dozen; 5 pound $17.10; and 15 pound pails 26c per pound

Molasses Declines; Corn Syrups Too

Toronto.

MOLASSES, SYRUPS.—Lower prices are again in effect on bulk molasses. Quotations on what is known as the West India and New Orleans molasses are being made at 44c per gallon in full barrels and 46c per gallon in half barrels. This represents a decline of about 10 cents per gallon.

There has also been a decline in corn syrup and the quotations which are now ruling on the Crown Brand are as follows: 2 lb. tins, 2 dozen in a case, $4.55 per case; 5 lb. tins, 1 dozen in a case, $5.15; 10 lb. tins, ½ dozen in a case, $4.85; 20 lb. tins, ¼ dozen in a case, $4.80. In barrels of about 700 lbs. the price is 6¾c per pound; half barrels, 7c, and quarter barrels 7¼c. Prices named on the Lily White Corn Syrup are as follows: 2 lb. tins, 2 dozen in a case, per case, $5.05; 5 lb. tins, 1 dozen in a case, $5.65; 10 lb. tins, ½ dozen in a case, $5.35; 20 lb. tins, ¼ dozen in a case, $5.30.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, ½ doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, ½ dz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 80
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ⅞ doz.		
West Indies, 1½s, 48s		6 95

Tomatoes Easier; Salmon Moving

Toronto.

CANNED GOODS.—It is understood that arrangements have been completed whereby some export of salmon has been arranged for. It is understood that the shipment to be moved consists of Pinks, and Chums and represents quite a substantial allotment. A little shading on the price of canned tomatoes is noted this week, the 2½'s A group, being quoted at $1.75 per dozen. Reports as to stocks are rather conflicting, some sources intimating that there is a very good stock of canned vegetables, whereas others again are of the opinion that there are none too many available. In regard to canned fruit, there does not seem to be a surplus of any particular grade of these, and the market seems to be holding quite firm on all lines. Business is considered very fair and there seems to be some chance that some little export business may be done.

The marked decline in the price of white beans may be the forerunner of a similar move in baked beans.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2½s		1 75
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s		
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Car Dates Due This Week

Toronto.

DRIED FRUITS.—A car of Dromedary and Excelsior dates is due to arrive this week. This is the first car which has been received here since about the 20th of September last, and it is understood that the entire shipment has been placed. As far as can be learned, prices will range at about present levels.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted		0 16¾
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon		0 43½
Orange		0 45½
Citron		0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.		0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14¼
90-100s, per lb.	0 11¾	0 12¼
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22½
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 14	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless 16-oz. packets	0 15	0 16
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s		0 13

Tea Moves Well: Stocks Dwindling

Toronto.

TEAS.—There does not seem to very much tea coming into the country and reports would indicate that this condition has existed for some months now. This being the case, this would lead to the belief that stocks are being cleared up fairly well, and indications are that in another two or three months, under conditions such as have prevailed during the past six months, tea may be somewhat scarce. In the meantime there is a very fair demand reported and the better grades are finding favor in buyer's eyes with little difficulty in placing. There have been no price changes reported, and the following gives a fair range of the basis to-day:

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 59
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 49	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee at Primary Points Advancing

Toronto.

COFFEE.—Primary points record advances during the week of about 1c per pound and coffee is very strong even at figures reached. European business is now being developed following the substantial lowering of ocean freight rates and producers are shoving prices up. It is understood that stocks in first hands are practically exhausted and coffee afloat for Canada does not represent a very substantial amount. Roasters are still fairly well supplied. Rideau Hall coffee is being quoted at an advanced figure of 50c per pound in 1 lb. tins and 52c in ½ lb. tins.

Coffee—		
Java, Private Estate		0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.		0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Little Change in Spices Locally

Toronto.

SPICES.—There has been practically no change in the market on spices locally. Primary points are showing strength and it is indicated present basis here does not represent replacement value in many lines. Business shows some improvement and a little more activity is looked for from now on.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45

Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar		
French, pure	0 90	1 00
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	....	6 75
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

All Lines Nuts Showing Strength

Toronto.

NUTS.—There is no easing away in the situation in regard to nuts. Primary points reveal very high quotations and even the United States markets are on a higher basis than those in Canada. Walnuts are firm and filberts have shown additional advances amounting to about 2 to 3c per pound. Supplies coming through are not plentiful by any means and those which have arrived are being absorbed quite readily.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Further Declines Recorded in Beans

Toronto.

BEANS.—If it is possible to determine a market on beans, it is certainly an easier one. However, there are several prices ruling and what the end will be is hard to figure out at the present time. Prices have sagged still further in some quarters this week and this applies all along the line. There is very little demand and orders are being met from ample stocks.

Ontario, 1-lb. to 2-lb. pickers, bu.	$4 50
Do., hand-picked	5 00
Japanese Kotenashi, per bush.	5 50
Rangoons, per bushel	3 75
Limas, per pound	0 14½

Rice Stocks Being Cleaned Up

Toronto.

PRICES.—The tendency to clean-up on stocks is still manifest and this has resulted in prices being shaded somewhat all along the lines. There are indications that stocks in the hands of wholesalers are by no means heavy and the assortment which some are offering is decidedly narrow. The price on Chinese X X has stiffened in some quarters to 9 cents, but the figure of 8¾c is still available. The range of prices prevailing on other grades is shown herewith:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	....	12 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	9 00
Do., Simiu	....	11 00
Do., Mujin, No. 1	....	10 50
Do., Pakling	....	10 00
Tapioca, per lb	0 14	0 14½
White Sago	0 14	0 14½

Lower Prices on Starch Named

Toronto.

PACKAGE GOODS.—Lower prices have been issued this week on Laundry Starch and Culinary Starch and the new figures which are being offered to the trade are appended herewith: Laundry Starches—40 lbs. Canada Laundry Starch, 9¼c per lb.; 40 lbs. Canada and Acme White Gloss, 1 lb. package, 9¾c; 48 lbs. No. 1 White or Blue Starch, 3 lb. cartons, 10¼c; 100 lbs. Kegs No. 1 White Starch, 9¾c; 200 lbs. Bbls. No. 1 White Starch, 9¾c; 30 lbs. Edwardsburg Silver Gloss, 1 lb. chromo package, 11¼c; 48 lbs. Silver Gloss Starch, in 6 lb. tin canisters, 12¾c; 36 lbs. Silver Gloss Starch in 6 lb. draw lid boxes, 12¾c; 100 lbs. kegs Silver Gloss, large crystals, 10¾c

Culinary Starch—40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb., 11¼c; 40 lbs. Canada Pure or Challenge Corn Starch, 1 lb., per lb., 10¼c; 40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb., 20c; (20 lb. boxes ¼c higher, except Potato Flour). There have been few changes noted in other lines although Roman Meal Ready, cases of 40 packages, is quoted at $4.70 per case, an advance.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	....	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 60
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case.	....	4 35
Wheat Flakes, 24s	....	5 20
Cornstarch, No. 1, lb. cartons	....	0 11¼
Do., No. 2, lb. cartons	....	0 10¼
Laundry Starch, in 1-lb. cartons.	....	0 11¼
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes.	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 20

Honey Quiet; Maple Syrup Dull

Toronto.

HONEY, MAPLE SYRUP.—There have been no factors of particular interest developed in the situation in regard to honey. The sale is very light and there is no indication of any improvement in this respect.

There have been some reports come through already that Maple Syrup is being made and same is being sold at around $3.00 per gallon. However, as yet there has been no heavy run, and it is somewhat early to figure out what the basis of quoting for the present season will be. There is little demand at the present time, and no new feature of particular interest to the trade.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29
10-lb. tins	0 28	....
60-lb. tins	0 26	0 27
Buckwheat, 60-lb. tin, lb.	....	0 23
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Easier; Bananas Active

Toronto.

FRUITS.—Lower prices prevail locally on oranges this week, prices showing a decline of about 25c a case all around. These are in good supply and a good movement from California points is reported. The future on oranges seems rather speculative. The continued mild weather may mean a larger percentage of waste and the frost may work out to be a factor against good keeping qualities, this resulting in an earlier wind-up to the season than usual. Some blood oranges are reported on the way and it is indicated these usually come along towards the end of the navel crop. New York auctions seem to have veered around to a better demand for the large sizes and prices on these show a slightly firmer tendency. Bananas are in active demand and locally prices have stiffened about ½c to 1c per pound. Grapefruit supplies are largely Cuban through New York it is now said. The farmers are bringing in quite a large number of apples which serves to keep prices locally somewhat in check. There is a good outside demand and markets are firmer at other points than they are here. Lemons are in good supply. A lot of business was done at New York last month but prices are not in yet according to latest reports. A shipment of California pears, Winter Belles and Eastern Beuries has arrived on this market, selling at $5.50.

Apples—			
Do., B.C., McIntosh Reds, box			3 00
Do., B.C. Jonathans, box			3 25
Do., Rome Beauty, box			3 75
Do., Winesaps, box			4 00
Do., Spys, box			3 25
Do., Greenings, box			2 25
Do., Baldwins, box			2 25
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	7 00	6 50	....
Baldwins	7 00	6 50	5 00
Spys	8 00	7 00	6 00
Bananas, per lb.		0 06½	0 07
Grapes—			
Do., Malagas, bbl.		13 00	14 00
Grapefruit—			
Florida, 46s		....	5 50
Do., 54s		5 00	5 75
Do., 64s		5 25	6 00
Do., 70s, 80s, 96s, 126s		....	6 00
Oranges—			
California navels, 100s		....	4 75
Do., 126s		....	5 00
Do., 150s		5 00	5 25
Do., 176s		5 25	5 50
Do., 200s, 216s, 250s		....	5 50
Do., 288s, 324s		....	4 50
Lemons, Cal., case		4 00	5 00
Pears, Cal.		....	5 50

Potatoes Weak; Spanish Onions Due

Toronto.

VEGETABLES.—Continued weakness marks the situation in potatoes. Weather conditions have permitted almost constant marketing of these by the farmers with the result that there are lots of potatoes and the prices have sagged substantially. It is reported that a shipment of Spanish onions is expected in New York, quantity and price unknown as yet, but this would indicate that restrictions against import of these

had been lifted. There are none destined to this market only as they may be bought through New York interests. It is understood the last cars of California celery for some time to come are now on the way in. Cauliflower is in fair supply and prices range around $3.50 crate. Parsley, parsnips and turnips are being quoted at slightly lower levels.

Cabbage, Can., bbl.	$....	$1 75
Do., Cal., crates	2 75	....
Carrots, bag	....	0 75
Cauliflower, California, case	....	3 50
Celery —		
Do., California, 6 to 9 doz. to case, case	11 00	12 50
Cucumbers, doz.	....	....
Endives, dozen	....	0 85
Lettuce, head	....	....
Do., Do., Florida, large hampers	....	7 00
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	0 85
Peppers, green, dozen	....	1 00
Potatoes, sweet kiln dried, hamper	....	3 25
Potatoes, Ontario, bag	1 15	1 25
Do., N.B., Delawares, bag	....	1 75
Spinach, Louisiana, bush. hamp's	....	3 00
Turnips, bag	0 65	0 75

Little Buying Interest in Flour

Toronto.

FLOUR.—There is little buying interest manifested by the trade, only immediate consuming requirements being contracted for. The majority of the mills are still closed and no export orders have been placed as yet. There is some hope expressed that these may be forthcoming at an early date, but whether soon enough to begin milling operations this month is a question.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Mill Feed Outlook Unchanged

Toronto.

MILL FEEDS.—There are no factors in the situation which carry any new features attached to them. Stocks are being pretty well cleaned up, but with the reductions made in coarse grains, these latter can be fed without entailing material difference in cost.

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Market on Cereals Still Unsettled

Toronto.

CEREALS.—The market is still unsettled, and it is hard to determine values. The grain markets still fluctuate daily, and as far as rolled oats are concerned, nearly any price can be named by the buyer and secure acceptance from some source. There is no indictation that the marked price-cutting reported as going on is stimulating business, rather does the reverse seem to be true. The trade are only taking delivery of good for immediate use.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	....
Do., fancy yellow, 98s	4 25	....
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 85	5 50
Oat Flour	5 50	6 20
Rolled Oats, 90s	4 25	4 75
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 06½	0 07¼
Blue peas, lb.	0 11	0 15
Linseed Meal, 98s	8 50	8 75

Above prices give range of quotations to the retail trade.

CANADA FOOD BOARD

(Continued from page 33)

market. One of the most severe privations in Europe was the scarcity of fats; it seems to have had much to do with the final collapse of Germany internally—speaking both of the country and of the people. The Food Board aimed to keep an adequate supply in Canada at a controlled price, exporting such surplus as was available to enable Great Britain to maintain its pitiable ration of two ounces a week.

Where the Food Board Put Down Its Foot

In the case of milk, the Board had to fix the spread between producer and consumer so as to both prevent profiteering and see that production was not discouraged. High milk would have been bad, but scarce milk, or no milk at all in many cases, would have been a national menace. The Board had the children particularly in mind. The amount allowed to the condensing plants was also strictly controlled. The Board has had to consistently refuse requests of importers in the United States, where the price is still higher than in Canada. In New York City, for example, the price is twenty cents a quart, and they are having great difficulty in geting supplies.

Cheese was kept to a lower price here than in the States, and the same is true of bread. In Great Britain the price was as low as, or lower than here, but the Government paid the difference between the peace price and the war price out of the national exchequer.

So far as the question of punishing those who disobeyed the food regulations is concerned, it is sufficient to point out that the enforcement of food and all other laws remained in the hands of the authorities in Canada constituted for that purpose. The Board could and did call for investigations and prosecutions on evidence secured, and penalties were imposed in hundreds of cases in all provinces.

The Most Unpopular Job

Food control was an experiment; the position of the Controller was the most unpopular public office ever undertaken by any man in Canada, with more kicks than half-pence for the reward. Mr. Hanna undertook it first, and had to bear the first burst of the storm which arose. Just what was the psychological stress which caused him to resign, it is impossible to say; perhaps it was that canard which went from one end of Canada to the other, to the effect that he had eaten a Lucullian repast at a price of twelve dollars, in a dining car. This, at a time when dining on the European plan, as they were then doing it in Europe, consisted largely in that gastronomic crown of sorrows, which the poet says is "remembering happier days," was enough to enrage any patron of a public eating house, whom the imposition of meat restrictions had cheated out of his God-given right of getting hardening of the arteries. It might be said in extenuation, however, that there is not the slightest evidence that Mr. Hanna ever did it. Mr. Hanna served his country well and went his way.

He was followed by H. B. Thomson. Thomson is from County Down, Ireland.

A Man to Fight With by Telephone

He left there twenty-five years ago, but when he says "County Down," there is a lingering affection in the utterance which makes you wonder if he would not like to be there at present. He would be a whale of a man in a "ruction." Once or twice, excitable individuals have stopped writing letters or talking over the telephone when they wanted to enjoy the national sport of abusing the Food Board, and have come along in person to take a round or two out of it. The sight of Thomson sort of discourages the idea; you would not know just where to begin on him. He is about six feet five inches tall, and built as if hewn out of the solid rock; but besides that, he is entirely unexcitable, and so fair in his way of putting a situation that it would be hard for even one of the Western dairymen, who were among the Board's bitterest critics, to let the milk of human kindness in him stay curdled after talking matters over.

It was, naturally, not anticipated that food control would be a popular measure, but it was expected that it should be fairly conducted. Perhaps the best proof of its success in this respect is to be found in the fact that some of those commercial interests which formerly came to the Controller to curse, are said to be now returning to pray that, as Trade Commissioner, he shall look after their interests abroad.

CANADA'S TOBACCO PRODUCTION IMPROVING

According to estimate of the tobacco crop of 1918 compiled by the Dominion Bureau of Statistics, the total yield of tobacco in Ontario and Quebec for the season of 1918, was 14,232,000 pounds, grown on 13,403 acres. Of this crop Ontario produced 6.500,000 pounds on 6,500 acres, and Quebec grew 7,732,000 pounds on 6,903 acres, an average of 1,000 pounds per acre in Ontario and 1,120 pounds in Quebec. The total yield of the Ontario and Quebec tobacco fields in 1917 was 8,495,000 pounds, of which Ontario grew 3,495,000 pounds and Quebec 5,000,000 pounds.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 4.—There has been an 8c drop in fresh eggs to 60c, and the market is easy at the figure. Butter is unchanged, the last shipment being 15,000 boxes en route from New Zealand. Pork down 3c. The apple shortage is serious, quotations ranging from $3 to $4 per box, dealers having to import from Australia. Local hothouse rhubarb is selling at 20c. California head lettuce firm at $8 per crate.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 4.—Quite a few declines are recorded this week. Blue Ribbon tea 6c; Red Rose 4c on green label, 2c on blue label. Corn syrups 25c per case. Laundry and corn starches ½c per pound, celluloid starch, 20c. Case rolled oats 30c. Cooked hams 1c, side bacon 1½c, smoked hams 1c. Rice, tapioca and barley quoted at slightly less in some quarters, and best quality white beans can be bought for 10c a pound. Molasses is quoted about 20c per case less than last week. Golden West lye has advanced 50c per case.

Beans, Kootenashi		12 00
Beans, Calif. Lima, med.		0 15½
Beans, B.C.		10 00
Flour, 98s, per bbl.		10 50
Rye flour, 49s, per bbl.		11 20
Cornmeal, 24s, per bbl.		11 00
Rolled oats, 80s	3 80	3 90
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 28½	0 30
Butter, creamery, lb.		0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		17 60
Compound, 3s		14 70
Eggs, new-laid, case		21 00
Eggs, No. 1 storage, case		
Eggs, fresh, Washington, case		21 00
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Tomatoes, 2s		2 90
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case		2 85
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.		0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	5 50	7 00
Oranges, Florida		
Lemons, case	6 50	7 00
Grapefruit	6 00	7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 4.—The market is quiet but the trade reports business as good as last year this time. Nearly all market changes reported this week show a decline in price. Fresh eggs are quoted at 65c. Blue Ribbon tea has declined 6c a pound, and is quoted at 54c. Starch shows ½c decline, and syrup is lower by 25c a case. With confectionery manufacturers on 100 per cent. sugar basis again, wholesalers look for reduction in price of bulk Candy Kids. Favorite marshmallow stock will soon be on the market again. Cocoa and baking chocolate advanced 6c to 10c per pound following advance in coffee prices. Ovida cigars have advanced $2.50 per 1,000 for boxes of 50 and $5 for boxes of 25.

Beans, small white Japans, bu.	5 60
Beans, Lima, per lb.	0 14
Flour, standard, 98s	5 45
Rolled oats, bails	4 35
Rice, Siam, cwt.	8 75
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 53
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 65
Eggs, storage	0 55
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90 3 00
Pears, Washington, box	4 00
Grapefruit	6 00 8 00
Cranberries, bbl.	15 00
Florida oranges	6 50
California oranges	10 00 12 00
Pineapples	5 75
Cranberries, bbl.	15 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 4.—Starches show a ½c reduction through the whole list this week. Corn syrups are also lower, while some lines of soaps have advanced to offset loss owing to reduced profits from by-products. Breakfast bacon easier, and is quoted at 36c to 38c. Pure lard is lower and is quoted 31½c. Few potatoes are coming on the market and the tendency is upward, $3.25 to $3.50. California oranges $6 to $7. Grapefruit $7 to $7.50. Molasses 97c to $1.02. Evaporated apricots 18¾c to 19½c.

ST. JOHN, N.B.:

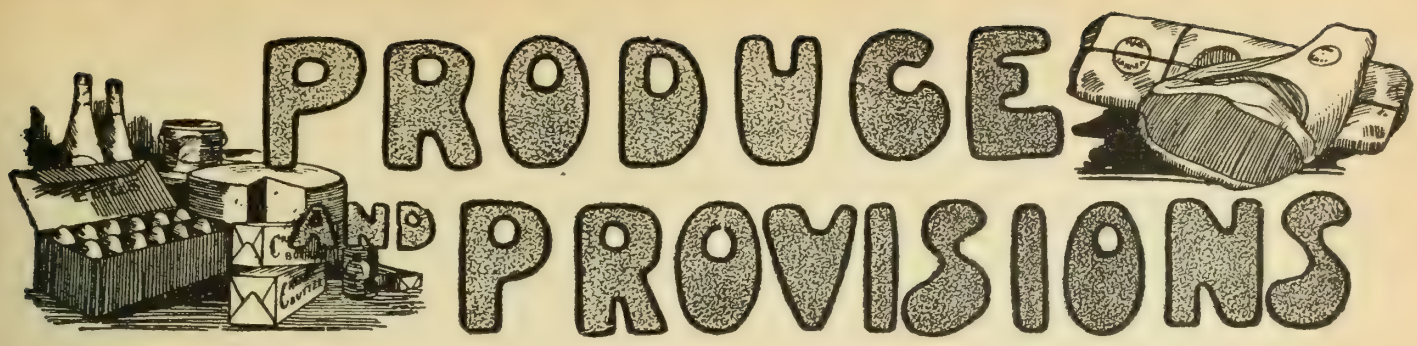
Flour, No. 1 patents, bbls., Man.		$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 50	3 60
Rice, Siam, per 100	9 00	9 10
Molasses	0 97	1 02
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 29	0 30
Eggs, fresh, doz.		0 60
Eggs, case	0 53	0 55
Breakfast bacon	0 36	0 38
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 42	0 45
Margarine	0 33	0 35
Lard, pure, lb.		0 31½
Lard, compound	0 27½	0 28
American clear pork	56 00	60 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.		
Apricots, per lb.	0 18¾	0 19½
Potatoes—		
Natives, per bbl.	3 25	3 50
Onions, Can., 75-lb. bags	1 75	2 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	7 00
Oranges, Florida	7 00	7 50
Grapefruit, case	7 00	7 50
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

CONSUMERS' ASSOCIATION AGAIN

The Industrial Commissioner of Windsor, Ont., has received from A. W. Kennedy, Gorefield, Sask., a complaint against the Consumers' Association, in which it is claimed that the promises of the concern were not fulfilled. The matter is being looked into.

FALLING OFF IN CANNED MEAT EXPORTS.

The canned meat exports from Canada increased from 8,070,047 pounds valued at $2,105,663 in 1916 to 15,857,811 pounds worth $4,178,835 in 1917, but decreased to 6,706,576 pounds valued at $2,223,470 last year, as shown by a summary of Canadian trade for the last three years, issued by the Dominion Bureau of Statistics.



Salesmanship Essential in Meat Business

The Only Way to Success is in Being Master of Your Own Business—To Let it Run Itself is to Let it Run Into Losses — A Full Knowledge Necessary at All Times

MORE and more the grocer is tending to enlarge his activities in these days, as more and more he feels the tendency of other branches of trade to cut into lines that were formerly peculiarly his own.

W. N. S. Hunter, who conducts a modernly equipped store on an aggressive plan in the far western section of the city of Hamilton, could not be said to have enlarged his activities, but when he opened his new store some five or six years ago he certainly forecast the general trend of events by determining to cater to as many of the needs of the community he served as was possible, so he started out with a fully-equipped meat department as well as a grocery store.

Mr. Hunter is therefore not in a position to judge as to whether or not the combination of these two departments is an effective argument in building business. He is, however, able to state that these two departments can be run together and can be run successfully, so that each department will show a definite profit.

Need of a Rigid Separation of Departments

To make sure that there is no mistake in this particular point, the two departments are kept rigidly separate. A system of bookkeeping that enables him to keep a constant supervision over the business in each department, that makes it possible to see almost at a glance what stock is on hand, what the total sales for the day or the week have been. and how these sales compare with those of other given periods, has been adopted, and in this way he has his finger always on the pulse of the business.

While such supervision is of the highest importance in the grocery business it is far more so when it comes to a meat department, and if you bulk the two businesses together there is no way of telling where the leaks may be, and one department will be placed in the position of having to make up the deficiencies of the other, with the result of course that neither prospers very much, and the merchant may be compelled to sorrowfully consider a business that appeared to be going well, but which, unfortunately, showed no element of profit at the end of the year.

Make Each Department Stand on Its Own Feet

As a matter of fact Mr. Hunter, judging from his own experience, states that the only way to make such a combination a success, is to make each department stand on its own feet. And when it is a matter of making a meat department stand on its own feet it requires a very considerable amount of care.

"I devote a good part of my attention to this department," stated Mr. Hunter, "because I believe that it pays me to do so. There are not the loopholes for loss in the grocery business that there are in the other department, and with a good system of books it is possible to keep a pretty fair tab on how things are going in that department, but the meat department certainly needs constant care, and it is that element of care which determines whether or not the department will be a success. At the present time we figure that our meat department is the better half of our business. Of course we sell butter, eggs, cheese and vegetables in this department because they can be most successfully handled with the refrigerator equipment we have in this department. That, of course, helps to bring up the average."

Salesmanship the Big Element

It is not only a matter of turnover, however, that the meat business stands at the head. Given reasonable care, and good salesmanship, it certainly can be made a paying venture. To make it so, however, salesmanship is the big element, while the little matter of being the master of your own business is of no small importance. When I first started this business I had a good butcher in charge who was apparently doing a good business, and the customers all liked him. It was not for some little time that I realized that he was not much good to me. He worked well and was thoroughly competent, but he wasn't a salesman. He sold exactly what the customer asked for.

Sold Only What Was Asked For

We might for instance be piled high with mutton and be running fine on beef, but if a customer came in and asked for a roast of beef, he always just sold what he was asked for without ever calling the customer's attention to the mutton. We were always sold out on the good cuts, and we were always overloaded with the poorer. Moreover, we were always stocked up with too much cut meat because he was an obliging chap, and was willing to cut up several joints to find one that suited the customer. Unquestionably he suited the customer, but he didn't make money.

Please the Customer But Protect Yourself

'Now our experience, since then, has been that we can please the customer and yet protect ourselves against unnecessary loss.

"We have, for instance, given up the practice of cutting up joints indiscriminately to please the customer."

A customer entered the store and asked for some pork chops. Mr. Hunter picked up a loin and showed her both ends offering her chops off either end. Without hesitation she chose one end.

When she had gone, Mr. Hunter referred to the sale.

"Now," he said, "formerly that customer would probably have refused either of those cuts and would have asked for chops from the centre of the loin, and we would have given them to her, and we would have had a loin in two pieces, with four ends to shrink and discolor instead of two. We have made it a policy not to cut meats like that any more, and we have found our customers eminently reasonable and willing to see our viewpoint."

"Suppose that the customer will not accept either of the cuts offered, how will you avoid offending her?" Mr. Hunter was asked.

"If she won't accept the chops that are available we will suggest another cut of meat, drawing some good cuts to her attention. The chances are that she will readily accept the suggestion and will leave the store well satisfied. Even if

we should not, however, it is a good policy to pursue, for only so can you protect yourself against a serious element of loss, and only so can such a business be handled successfully. As I have said, we have adopted this policy, and have made it a hard and fast rule, and our customers, knowing that we are doing our best to serve them satisfactorily, and to conduct our business successfully, are more than ready to meet us half way.

Salesman Can Make the Sale

"If you let the customer decide the sale you can't possibly make the business a success. Nowhere else is there such an opportunity for real salesmanship. Customers mainly enter the store in an undecided frame of mind. They may have an idea of what they want, but it is not, as a rule a set idea, and it is the part of the salesman to sell the goods that need selling. With a good salesman the stock will be kept turning over regularly, with satisfaction to everyone, and the need for trimming, that causes such a heavy loss in many butcher businesses is largely eliminated. That is the reason that a good salesman is absolutely essential to success and why he is cheap at almost any price, and why it is necessary that there should be a close oversight of the business so that the buyer may not handicap the salesman by overloading on undesirable cuts.

"With this kind of selling I believe that the meat business can be made a success anywhere, and it is naturally an encouraging element to business to have these various household needs under one roof. Moreover, it distributes the overhead charges over a larger field.

Distributing Charges

"We charge delivery against the departments in proportion to the amount of parcels carried, yet it is doubtful if the two departments entail a larger delivery service than if we were only operating a grocery store. It is the same with all other charges. We send out a circular to a thousand homes in the neighborhood and find it an effective business getter. It features the two departments equally and is charged against each. Now the costs for such aids would not be materially changed if we had only one department. Therefore it is my belief that the combination of these two businesses is the ideal arrangement, and, given reasonable care and understanding, I believe that such a combination should always be a success."

What is the Future of Poultry?

Large Receipts of Fresh-killed Stock Unfavorable to Rapid Movement of Storage Supplies—Demands For Beef Now Being Felt

HIGH prices for poultry prevailed during the past few months and indications are that supplies have been coming along in large quantities for some time past. It was indicated two or three weeks before Christmas that a falling off in arrivals, with the exception of geese and turkeys, generally prevailed, but the entire month of December saw heavy receipts pouring in day after day, and the stocks put away into storage have been very heavy.

Supplies Arriving Unusually Large

The first week or two of the new year has been rated as a time when arrivals might generally be expected to be very good. They were, but even to-day the supplies coming to hand are practically equal to the demand, and this is the time when storage stocks should be moving into consumption rapidly. This they are not doing, and there are to-day large accumulations of frozen stock with the demand being met very largely by fresh arrivals. Should February witness a continuation of big receipts, two of the best consuming months for frozen stocks will have passed, with sales from storage on a pretty small scale.

Demands for Beef Now Evident

Another factor has entered into the situation, too. Practically all restrictions have been removed from hotels and restaurants as regards the table they shall set, and butchers report that last week there was a remarkable increase in their trade on beef to these sources, while sales of poultry showed a corresponding decrease.

There is no doubt but that the high prices of poultry have curtailed the demand to an appreciable extent and dealers are loaded up with high-priced stocks, which are not so easy to move under present unsettled conditions. The consumer feels that lower prices all the way around should prevail, and the fact that this stock has been stored in the time of plenty to take care of his needs when a scarcity should develop, does not enter into his calculations very largely.

Future Somewhat Uncertain

The future of poultry then would seem somewhat uncertain. It does not seem possible that much more will be arriving for some weeks, and in this case present holdings may be materially reduced. That is what dealers expect at any rate, but there is no doubt shipment of frozen stock to outside points has been affected by the mild weather, and conditions as a whole have been unfavorable to a satisfactory volume of business being transacted.

A. G. Esplen, of Arkwright, Ont., has sold his store and business to L. W. Scarrow of Keady, Mr. Scarrow to take possession in March.

STRATFORD MERCHANT DIES SUDDENLY

Joseph J. Walsh, one of the oldest and best known citizens of Stratford, Ont., passed suddenly away early Monday morning at the family residence, 265 St. David street. Death came with startling suddenness, the deceased being in his usual health up to six o'clock Sunday evening. He suffered a severe stroke during the night, to which he succumbed. He was 63 years of age. It came as a great shock to those who had seen him in apparently good health the day before.

Mr. Walsh was identified with the city of Stratford for thirty-seven years, coming here when twenty-six years old. With his brother Edward he purchased the grocery and liquor business of the late James Corcoran, which the brothers have since conducted. A man of strong personality, he held the respect of the many who knew him both in this city and in other parts of the province. Edward Walsh, the other partner in the business, is ill at the present time.

WELLAND ONTARIO, MERCHANT MOVES

Some uncertainty has been occasioned by a notice appearing in CANADIAN GROCER several weeks ago to the effect that Fred. G. Bradley had taken over the Welland, Ontario, store formerly occupied by Wm. McQuitty.

Mr. McQuitty moved from that stand in September, having purchased the grocery department of the R. Morwood Co., Welland, one of the oldest established grocery businesses in the city, the business having been established by the late Richard Morwood about sixty years ago. Mr. McQuitty notices an encouraging improvement in business since his move.

MANUFACTURER'S AGENT BEREAVED.

Friends of Fred Coward, manufacturers' agent, Spadina Avenue, will regret to hear of his sad loss in the death of his son, William Spencer Coward, which occurred suddenly only a few days after the death of his son's wife. This double bereavement will be a sad blow to Mr. and Mrs. Coward, and their many friends in the trade will join in heartfelt sympathy. The late Mr. Coward, has been travelling for his father for some time past.

GENERAL MERCHANT HELD UP BY ROBBERS

Wearing black masks and carrying loaded revolvers, two men entered the store of William J. O'Shea, general merchant of the Village of Cataraqui late last Friday night, and demanded all the money he had in his safe. Mr. O'Shea complied, giving the men about thirty dollars. The two men then ran out of the store and escaped in an auto, which they had in waiting.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 4.—Eggs have made a precipitate decline this week to 60c for new-laids. This is the result of a better supply in general, and the tendency has also affected the price of storage stock. There is also an easier tendency in the lard market, although the basis is unchanged. Prices are considered as nominal. Butter is steady and firm, although there was a slight feeling of easiness last week, the same firming at the close. Cheese is particularly firm, as the demand is steady and the consumption large, and export has greatly depleted the holdings.

Fish are lower, for frozen and fresh varieties, due to a lack of active buying. Poultry is firm and active; barrel pork is easier and hogs and cattle are unchanged. There may even be a firming of price for cattle, it is stated.

Cattle, Hogs Held; May Go Higher

Montreal.

FRESH MEATS.—The week has ruled rather quietly and there has been no change of price on cattle. Neither have hog prices been changed, the market ruling at $17 during the week.

There is a possibility of prices for cattle ruling higher in the immediate future. Hogs will probably remain on a somewhat held basis, for while the market is not active, there is a waiting attitude in the hope that export business will again develop.

Hogs, Dressed—		
Abattoir killed, small	$23 00	$23 50
Sows	18 00	18 50
Hogs (country dressed)	18 00	20 00
Hogs, live	....	17 00
Fresh Pork—		
Leg of pork	....	0 30
Loins	0 33	0 35
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	....
Trimmed shoulders	0 24	0 24½
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 20 $0 26 .Hind quarters..	$0 18	$0 23
0 14 0 18 .Front quarters.	0 14	0 16
0 28 0 35 .... Loins	0 25	0 28
0 20 0 26 ..... Ribs	0 20	0 24
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 27	0 26
Lambs—fresh killed	0 26	0 28
Do., frozen	0 26	0 27
Sheep		0 20

Fat Pork Down, Bacon is Held

Montreal.

CURED MEATS.—A lower range for fat pork in barrels is effective; this is the result of a slow trade and a desire to liquidate supplies. There is a spread of about $2 per barrel. Bacon has been somewhat steadier through the week and the basis has been held without change.

Hams—		
Medium, smoked, per lb. (Weights) 10-16 lbs.		0 36
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 38	0 45
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 28	0 28½
Long clear bacon, small lots	0 28½	0 29
Fat backs, lb.	0 29½	0 30
Barrel Pork—		
Canadian short cut (bbl.)	52 00	54 00
Clear fat backs (bbl.)	56 00	58 00
Short cut clear pork (bbl.)	50 00	52 00
Heavy mess pork (bbl.)	....	49 00
Bean pork (bbl.)	....	47 00

Steady Position on Cooked Meats

Montreal.

COOKED MEATS.—There is a steady demand for cooked meats and the basis is not at all changed. Retail selling of these lines has improved in some quarters, and the outlook promises seasonable business in a general way.

COOKED MEATS

Head cheese		0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 48
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast	0 51	0 55
Shoulders, roast	0 46	0 52
Shoulders, boiled	....	0 44

Open Lard Price, is Quite Active

Montreal.

LARD.—So active has the competition been among the sellers of lard that the market was declared "open" in one quarter, nominal prices being quoted here and there, and a weaker and more unsettled basis prevailing than for a long time. Under the better price basis there has been a lot of lard sold, the lower range of quotations stimulating many to buy lard in preference to the other substitutes.

Lard, Pure		
Tierces, 400 lbs., per lb.	$0 27	$0 28
Tubs, 50 lbs.	0 28	0 28½
Pails, 20 lbs., per lb.	0 28	0 28½
Bricks, 1 lb., per lb.	....	0 29

Shortening Slow But No Change

Montreal.

SHORTENING.—The undertone of the market is naturally easy, with lard the influencing factor. There is little likelihood of a lower basis being reached, some say, with the price of cottonseed oil on a fixed basis. Supplies are satisfactory in this market.

Tierces, 400 lbs., per lb.	0 25½	0 25¾
Tubs, 50 lbs.	0 25¾	0 26
Pails, 20 lbs., per lb.	0 26	0 26¼
Bricks, 1 lb., per lb.	0 27	0 28¼

Best Margarine at 34 Cents

Montreal.

MARGARINE.—The market is very similar to that for kindred products, that is, such as lard and shortening. Demand has been fair with some, others reporting the selling light. For the best grades, 34c is the ruling price, and the range below this covers the market for other qualities.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.	....	0 30

Butter Weakened But Has Reacted

Montreal.

BUTTER.—The market was influenced last week by the lowering tendencies at Chicago, where the declines totalled considerable. A reaction there later in the week sent the price up another two cents and this had a rallying effect here, so that the price basis has been fully maintained and quotations are held as given last week at 53-54c. In view of the fact that stocks have been greatly depleted through export, there is no feeling here that the market will lower to any extent, for the stocks in sight are small, indeed. Some New Zealand butter came into this market, but the same has gone to Ontario buyers in large measure, CANADIAN GROCER is informed.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Firmer Cheese Prices May be Effected

Montreal.

CHEESE.—The heavy consumptive demand for cheese has had the effect of developing a very firm undertone in this market. If this demand continues, and in view of the fact that receipts are light, and will probably so continue, advances would not come as a great surprise. The January receipts this year were just about one-third of those of last January.

Cheese—	
Large, per lb.	$0 28½
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

60c *For New Laids; Storage Eggs Down*

Montreal.

EGGS.—A considerable lowering of egg prices has been accomplished over the week and new laids are now down to 60c. Notwithstanding the fact that

storage eggs are scarcer to a great extent, the price for these has been under the influence of the fresh stock, and prices here, too, have declined. There is a steady demand, which may be stated as heavy, and this will be increased if the prices continue to decline, as they probably will. The suggestion is made that certain of the retailers are holding out now for too much margin.

New laids	$0 60
Selects	0 53
No. 1	0 50

Steady Selling Holds All Poultry

Montreal.

POULTRY.—A continued heavy demand from consumers has served to maintain a high and held price basis for poultry. Of course, most of the stock is storage, and supplies, while ample, are not considered excessive. Some live poultry has been received and the buyers have been so keen to get this that as much as 38c per pound was paid for hens. This is, perhaps, an outside figure. No actual changes have been made.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Reduction 1c-2c *in Fresh, Frozen Fish*

Montreal.

FISH.—In a general way there has been an easier feeling in the fresh and frozen fish market. Declines of one to two cents per pound have been made in various lines, haddock, cod, prawns, flounders and lobsters being thus affected. Frozen fish also has been on the easier side owing to a continued mild weather condition, and if this prevails, sales will not be so heavy as they have been. The jobbers expect that the coming of Lent a few weeks hence will make for a better condition in point of sales. Holders are now anxious to make disposition of their stocks.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	0 20	0 22
Live lobsters	0 65	0 70
FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 07½	0 08
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.		0 14
Gaspe Salmon, per lb.	0 24	0 25
Whitefish		0 15
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07½	0 08
Sea Herrings	0 17½	0 08
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 16	0 17
Smelts, No. 2, per lb.	0 13	0 14
Smelts, extra large		0 24
Lake Trout	0 18	0 19
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 07	0 07½

SALTED FISH	
Codfish—	
Codfish, large brl., 200 lbs.	$22 00
Codfish, No. 1, medium, brl., 200 lbs.	20 00
Codfish, No. 2, 200 lb. barrel	18 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes) lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Pickled Fish—	
Herrings (Scotia) barrel	13 00

Oysters—	
Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 2 60
Can No. 3 (Solids)	7 25 7 50
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
Sundries—	
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75

ONTARIO MARKETS

TORONTO, Feb. 5.—The beef market reveals a firmer tone this week, prices at United States points showing a generally higher scale of figures than that locally, and some considerable movement to the Southern markets is reported. Fresh pork has come in for some further revision, and the tendency is again slightly downward. Lard has eased away ½c per pound in some quarters, and a further decline in new-laid eggs is reported. Fresh frozen sea and lake fish have undergone an almost general revision downward, declines ranging from ½c to 1½c per pound.

Business shows improvement for the past week, and a more active buying tendency is reported which it is thought will continue throughout the present month and succeeding ones.

Beef in Strong Position; Pork Down

Toronto.

FRESH MEATS.—Beef has shown decided strength during the past few days and good butchers' cattle look to be on the upward trend. The market in the United States is, it is indicated, a good cent over local prices, and there has been some movement to the United States already, one man moving twenty-five cars from the Toronto yards on Monday of this week. There were some low prices on beef quoted towards the end of last week, but generally prices show an advance of about 1½c for the present week. The demand for beef from restaurants and hotels showed a marked increase the past week. There have been some further readjustments made in prices of fresh pork, with declines providing the main features. The consuming demand is very good and outlook considered very fair.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.		$25 00
Live, off cars, per cwt.	16 00	16 50
Live, fed and watered, per cwt.	16 25	16 75
Live, f.o.b., per cwt.	15 00	15 50
Fresh Pork—		
Legs of pork	0 28	0 31
Loins of pork lb.	0 34	0 37
Tenderloins, lb.		0 40
Spare Ribs, lb.	0 18	0 20
Picnics, lb.	0 21	0 23
New York shoulders, lb.	0 23½	0 25
Montreal shoulders, lb.	0 24½	0 26
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 24	0 28
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 22	0 29
Chucks, lb.	0 15	0 18
Loins, whole, lb.		0 28
Do., short, lb.		0 32
Hips, lb.	0 20	0 26½
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.		0 26
Lambs, whole, lb.	0 24	0 26
Sheep, whole, lb.	0 16	0 19
Above prices subject to daily fluctuations of the market.		

Little Change in Provision List

Toronto.

PROVISIONS.—There is little marked change in the provision list this week, though some sources quote a little lower on backs and bacon. There seems to be some improvement in the demand and the present month will, it is expected, show a further revival of business. Range of quotations prevailing to-day are:

Hams—		
Medium	$0 34	$0 36
Large, per lb.	0 37	0 38
Backs—		
Skinned, rib in	0 44	0 46
Boneless, per lb.	0 48	0 49
Bacon—		
Breakfast, per lb.	0 38	0 41
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 35
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.		0 28
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20. lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	46 00
Short cut backs, bbl., 100 lbs.	50 00	54 00
Pickled rolls, bbl., 200 lbs.	49 00	52 00
Above prices subject to daily fluctuations of the market.		

Lower Prices on Boiled and Roast Hams

Toronto.

COOKED MEATS.—A further lowering of prices on boiled hams and roast hams has been provided for in new figures issued this week. Other items on the list remain unchanged, and a very fair movement to the trade of all items is reported. Range of quotations follows:

COOKED MEATS		
Boiled Hams, lb.	$0 49	$0 60
Hams, roast, without dressing, lb.	0 52	...
Shoulders, roast, without dressing, per lb.	0 47	0 48
Head Cheese, 6s, lb.		0 16½
Meat Loaf with Macaroni and Cheese, lb.		0 29

Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.	....	0 32
Veal and Tongue, lb.	....	0 25

Above prices subject to daily fluctuations of the market.

Easier Prices Noted on Lard

Toronto.

LARD.—Somewhat easier prices have been recorded in some quarters on lard, but this is for large orders. The market seems to be quite steady and a better movement the past week is thought to be the forerunner of increased business during the next couple of months.

Lard, tierces, 400 lbs., lb.	$0 27	$0 27½

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Position of Shortening Unchanged

Toronto.

SHORTENING.—With the set price on cottonseed oil there is little chance that any marked changes in quotations on shortening will be made. There is only a fair movement in progress now and supplies are ample to meet the heavier demand expected during the present month. Quotations being made to the trade, tierce basis, per lb., are: Easifirst, 26¼c; Domestic, 26c; Peerless, 25½c; Cotasuet, 25¼c to 25¾c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb.. $0 25½ $0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Moves on Fair Basis

Toronto.

MARGARINE.—Nothing of great moment has developed in this market this week, but there seems to be a very fair trade in progress. Buying interest seems to be manifesting itself to a little greater extent and the demands of the trade are being met from ample stock. There is no change in quotations listed below.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Holds Firm, Unchanged

Toronto.

BUTTER.—Prices have held firm and without any change during the week. The demand for both storage and fresh-made creamery continues to be very good, with the supplies of the latter only fair. Dairy butter is coming along a little bit better, and the prices shown below cover the range to-day.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	....
Dairy prints, fresh separator lb.	0 48	0 50
Dairy prints, No. 1, lb.	0 46	0 48
Creamery solids (fresh made)	0 54	....

Further Declines in New-Laid Eggs

Toronto.

EGGS.—Supplies continue to show improvement, and as a consequence prices have declined still further. To-day's quotations on new laids in cartons are 63c to 64c per dozen, and with a continued increase in the supply, even lower prices than this may be expected to rule at a very early date. The stocks of storage eggs is becoming pretty well depleted, and business all along the line is considered very fair.

Eggs—		
New-laids, in cartons, doz.	$0 63	$0 64
Extras	0 63	0 65
Storage, No. 1, doz.	0 55	0 56
Splits and No. 2, doz.	0 45	0 47

Cheese Firm; Supplies Light

Toronto.

CHEESE.—There has been no change from the firm tone which rules in the price of cheese. Stocks are light, and the demand continues very good, and there is aparently no immediate tendency towards an easing of the market.

Cheese—		
New, large	0 28½	0 29
Stilton (new)	....	0 32

Twins, ¼c lb. higher than large cheese. Triplets ½c higher than large cheese.

Little Change in Poultry Situation

Toronto.

POULTRY.—Quotations show practically no change during the week, either in the figures being paid or the prices quoted to the retail trade. It is stated that with practically all restrictions now removed on the use of meats, that the demand for poultry has eased off somewhat from the hotels and restaurants. Prices on poultry which are being quoted to the trade are as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$0 28-$0 32	$....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 20	....- 0 25
Fowl, 4 to 5 lbs., lb.	0 23- 0 25	0 25- 0 28
Fowl, over 5 lbs., lb.	0 26- 0 28	0 28- ....
Fowl, under 4 lbs., lb.	0 17- 0 20	0 20- 0 23
Chickens, under 5 lbs., lb.	....- 0 23	....- 0 28
Chickens, over 5 lbs., lb.	....- 0 25	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

	Dressed
Hens, light	$0 30 $0 32
Do., heavy	0 32 0 34
Chickens, spring	0 33 0 38
Ducks	0 35 0 40
Turkeys	0 45 0 46
Geese	0 25 0 28

Lower Prices on Many Lines Fish

Toronto.

FISH.—Declines have been reported in several lines of fish this week, fresh cod selling down as low as 11c, and haddock from 9 to 10c per pound. Fresh frozen market cod is being quoted at 7½c to 8c per pound, which represents a decline of 1c per pound also. No. 1 smelts at 15c, are lower, and a change in the frozen lake fish has also occurred. New prices which are now named in some quarters on the Lake Superior herrings, are 4½c to 5c per pound; mullets 7c to 8c per pound; pickerel, 14c to 15c per pound; tulibees, 10c to 10½c per pound, and white fish from 14c to 15c per pound. The unseasonable weather is having an adverse effect on the demand for fish, and dealers report business within rather narrow channels at the present time. Supplies are available in sufficient quantities, and the outlook as a whole is considered very fair. The range of quotations which are now prevailing are as follows:

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	....	0 08
Bloaters, 40 Count, box	....	2 00
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	....	0 16
Haddies, chicken	0 08½	0 09
Do., fillets, lb.	....	0 16
Do., Finnan, lb.	....	0 14
Herring, Kippered, box	1 50	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 07½	0 08
Flat Fish, B.C., lb.	0 10	0 10½
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 06	0 07
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 07½	0 08
Do., small, case, 200 lbs., lb.	....	0 08
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 07	0 08
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No 1, lb.	0 10	0 12
Do., No. 1, lb.	....	0 15
Do., Extra, lb.	0 25	0 26
Tomcods, lb.	....	0 07
FROZEN LAKE FISH		
Herrings, Lake Superior	0 04½	0 05
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 10	0 10½
Whitefish, lb.	0 14	0 15
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tab'ts, case	4 20	4 32
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	14 50	15 00
OYSTERS, No. 3 size package (2½ gallons)	....	9 50
Do., No. 5 size package (4 1-6 gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	18 00

TEN TONS OF SUGAR BEETS TO ACRE

As shown by figures contained in the last number of the Monthly Bulletin of Agricultural Statistics, issued by the Dominion Bureau of Statistics, the production of sugar beets grown for the manufacture of beet root sugar in Ontario last year was 180,000 tons, grown on 18,000 acres. The value of this production at the average price of $10.25 per ton was $1,845,000. In 1917, 23,376,850 pounds of refined beet root sugar was produced in Canada, in factories all of which are located in Ontario.

Design No. 012

Here we show you one of the many Eureka models. Whatever your requirements may be, we have a Eureka Refrigerator to suit.

Four years of war proved the value of Eureka refrigeration. Dependable! Economical! A necessity during the readjustment period.

Eureka Refrigerator Co., Limited

TORONTO OWEN SOUND

BRANCHES: MONTREAL, HAMILTON, WINNIPEG, HALIFAX

ATTRACTIVE DISPLAY

is one of the main factors in selling goods—so, naturally, a desire for your wares will be created when you display them in

FREEMAN REFRIGERATOR EQUIPMENT

Write for Catalogue.

THE W. A. FREEMAN CO., LTD. - HAMILTON, CANADA

A Substitute That Equals The Real Thing

Indispensable — as a substitute for expensive Eggs.

Profitable — for it builds up business as well as cakes, etc., and puts reasonable profits into your pockets.

Agents: Loggie, Sons & Co., Toronto—Angevine & McLauchlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd.
Quebec, Canada

BACK BACON

A very nice line of Bacon, preferred to Breakfast Bacon by some and always supplying a change when asked for. We have it "In Casings," Boneless and Skinned.

Made Under Government Inspection

F. W. Fearman Co.

LIMITED
HAMILTON

If any advertisement interests you, tear it out now and place with letters to be answered.

SCHNEIDERS
SAUSAGES
KITCHENER
ONT
TRADE MARK

PURE LARD

Open Kettle Rendered Quality

Made in the Old Farm Style Way

Write or phone for our present Special price.
Customer Satisfaction. Quality Guaranteed.

J. M. Schneider & Sons, Ltd.

KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.

Canada Food Board License No. 13-20

Be farsighted

Handle the brands that have proved their quality and firmly established their reputation as "pure foods".

Of course, you handle

Windsor Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED

259

Purity TABLE SALT

purity TABLE SALT

In sanitary cotton bags and handy free-running packages.

You cannot recommend a better salt to any housewife than Purity

For table or dairy use there is no better salt—a fact good housewives are quick to appreciate

You'll get a good margin of profit on every sale of Purity

THE WESTERN SALT CO., LIMITED
COURTRIGHT ONT

PURITY BRAND FREE RUNNING TABLE SALT
The WESTERN SALT CO LIMITED
COURTRIGHT ONTARIO

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

"Indian Chief" Brand Clams

have a flavour and quality of degree that is much approved of by particular customers.

The scientific precautions taken in the process of packing and sealing preclude the slightest possibility of anything but first-rate quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

Display "Indian Chief" Brand regularly and take hold upon the sizable profits that will come your way.

SHAW & ELLIS
POCOLOGAN, N.B.
Canadian Food Control License No. 1-718

Brunswick Brand Sea Foods are always reliable

This is a big factor in creating year-round sales. Replenish your stocks from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

You run no risks whatever when you stock Brunswick Brand Sea Foods, the delectable wholesome qualities of which will appeal to the most particular.

Your wholesaler carries Brunswick Brand.

Connors Bros., Limited
BLACK'S HARBOR, N.B.
License No. 1-603

If any advertisement interests you, tear it out now and place with letters to be answered.

W. C. MACDONALD MANUFACTURERS OF FINE (REG'D) TOBACCOS MONTREAL

Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING	PLUG CHEWING
"BRITISH CONSOLS"	"PRINCE OF WALES"
"INGOTS" (Rough and Ready)	"NAPOLEON"
"BRIER"	"CROWN"
"INDEX"	"BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS MONTREAL

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

Write us for the present situation and future market prospects of

Cream of Tartar
Cream of Tartar Substitute
Bicarbonate of Soda
Borax
Blue Vitriol
Tartaric Acid
Citric Acid
Castor Oil
Glycerine

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED
MONTREAL, QUEBEC VICTORIA, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

In Selling

MALCOLM Milk Products

Made-in-Canada by an All - Canadian Condensed Milk Company.

you not only reap a good-sized profit, but you also encourage Canadian Enterprise and Canadian Capital.

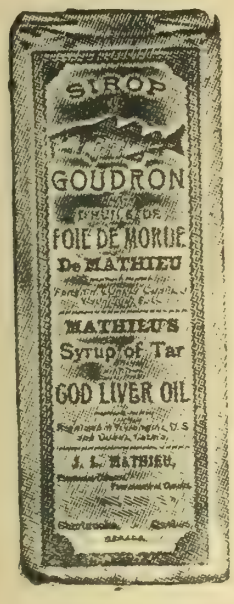
For Malcolm Milk Products are entirely Canadian-made, and their quality equals that of the most widely advertised imported brands.

Try a sample order of Malcolm's. Results will show you how profitable they are.

To Grocers in Ontario, Quebec and the Maritimes we will ship 5-case lots or more with freight prepaid up to 50c per 100 lbs.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.



Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

For Winter's Coughs and Colds

Mathieu's Syrup of Tar and Cod Liver Oil is a well-known and reliable remedy. Don't hesitate to recommend it for Coughs and Colds in any stage.

A little corner of your counter devoted to the display of this Mathieu line will prove very profitable. Why not try it out?

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE :: QUEBEC

Live Dealers Make Big Profits—Selling Vol-Peek

Illustration at bottom shows design of three-color painted stand, containing 24 packages of VOL-PEEK. Sells at sight, as it is the most practical and most economical article on the market. Widely advertised all over Canada and sold to you at a price that allows a splendid profit.

VOL-PEEK is Needed in Every Home

Write us to-day for dealer's folder and other sales matter. Send us a trial order. 24 packages for $2.25. Live dealers all over Canada are selling VOL-PEEK and making money — why not you? A post card will get us acquainted. Write!

From your jobber or

Vol-Peek Mfg. Co.

P.O. Box 2024

MONTREAL, CAN.

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a *"Want Ad"* in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto

Ceylon and Indian Teas

☛ Only small quantities of the fine grades of these Teas have been shipped to the Canadian trade during the past 18 months.

☛ Stocks have been very much reduced and present quotations for import are higher than local prices.

☛ The market is now at the LOWEST POINT and a sharp advance on all fine quality Teas will take place within a short time.

☛ The buyer who promptly takes advantage of present conditions will congratulate himself upon a very considerable saving.

Total imports into Canada for eight months:
1st April to 30th November, 1917—35,116,139 lbs.
Do., 1918—10,496,633 "

☛ We can supply your requirements at the lowest market prices, and behind the purchase stands our business principle of

SATISFACTION GUARANTEED OR **RETURN AT OUR EXPENSE**

KEARNEY BROS., LIMITED

TEA & COFFEE IMPORTERS

(Established 44 Years)

33 St. Peter Street MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

ROYAL ACADIA SUGAR

Royal Acadia
has won her confidence

When you consider the quality of Royal Acadia Sugar—*Every Grain Pure Cane*—it is quite easy to understand the reason why Royal Acadia is the favorite sweetening medium with the particular housewife.

Sold in 2 and 5 lb. cartons; 10, 20 and 100 lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
Halifax - - Canada

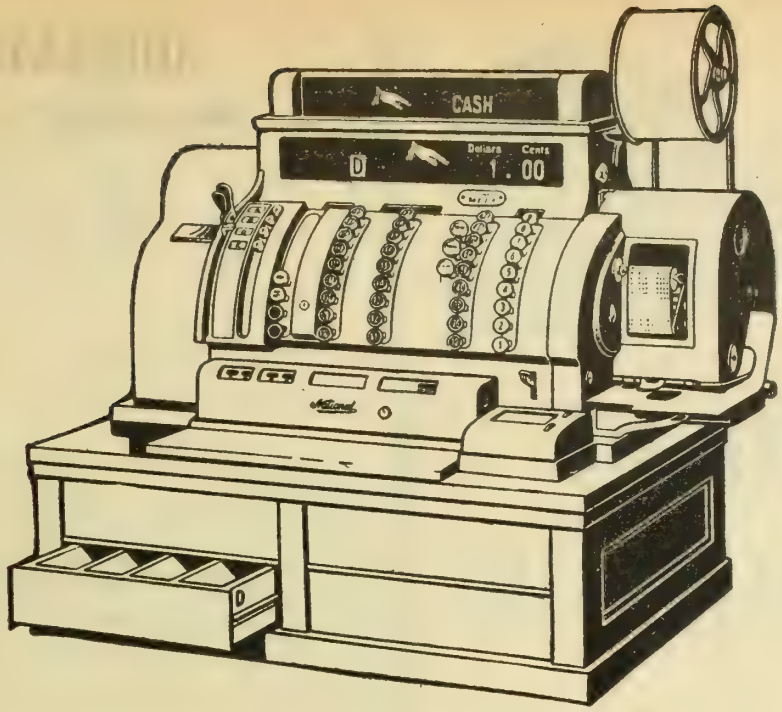
SELL
THRIFT STAMPS

W-S S

THE dealer who encourages his customers to take their change in Thrift Stamps is giving valuable aid to the work of Reconstruction. He is helping to foster Prosperity by making small savings assist in financing Governmental expenditures.

Then, while he is doing that much for the country, let him do something for himself—

Buy
War-Savings Stamps



The best store improvement you can make

The best store improvement you can make to-day is to install a modern National Cash Register — because it will build up and systematize your business.

A modern National Cash Register will raise the tone of your store, make your clerks more efficient, and put you in the class of up-to-date merchants.

It will enable you to save expense in running your store, and thus release money for other purposes.

It will make possible quick, accurate service to customers — the greatest inducement that any merchant can offer to get and hold trade.

It will give you unequaled protection, that will check every cent of your profits into the bank.

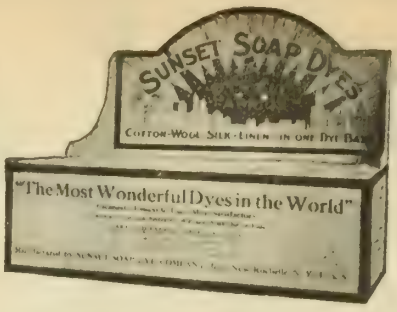
It will give you information that will enable you to control your business.

A modern National Cash Register is a store improvement that will quickly pay for itself out of what it saves.

In the face of increased competition you cannot afford to postpone making this improvement.

The National Cash Register Company, of Canada, Limited, Toronto, Ont.
Offices in all the principal cities of the world

Here's the Proof that



Sunset Soap Dyes

are the dyes for you to carry in stock. These few letters are selected from many written by dealers who are reaping profits every day.

Read what they say:

Steady Seller—No Complaints

"Sunset Soap Dyes have been a steady seller from the day they were placed on sale, and we have not had a complaint during the eight months we have been carrying them."

*—A Virginia Merchant.**

Successful, Satisfactory Seller

"We have not given any space to any item in our Toilet Goods department that has proven a more successful, satisfactory seller than the Sunset Soap Dyes."

*—A New York Department Store.**

Wonderful Repeaters

"Sunset Soap Dyes are the best that we have ever carried in our store and they are wonderful repeaters."

*—A Massachusetts Merchant.**

*Names on Application

Sunset Soap Dyes selling at 15c give you a very attractive profit.

Sunset Soap Dyes are being extensively advertised—you are sure to have calls. Send for a stock **now** packed in a sales-stimulating container **ready to put** on your counter and watch the quick turnover.

Liberal profits—No bother—Steady Repeaters.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

NEW ROCHELLE, N.Y. TORONTO, CANADA

Sales Representatives for U.S. and Canada

HAROLD F. RITCHIE & CO., INC.

NEW YORK TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$ 3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts.. Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

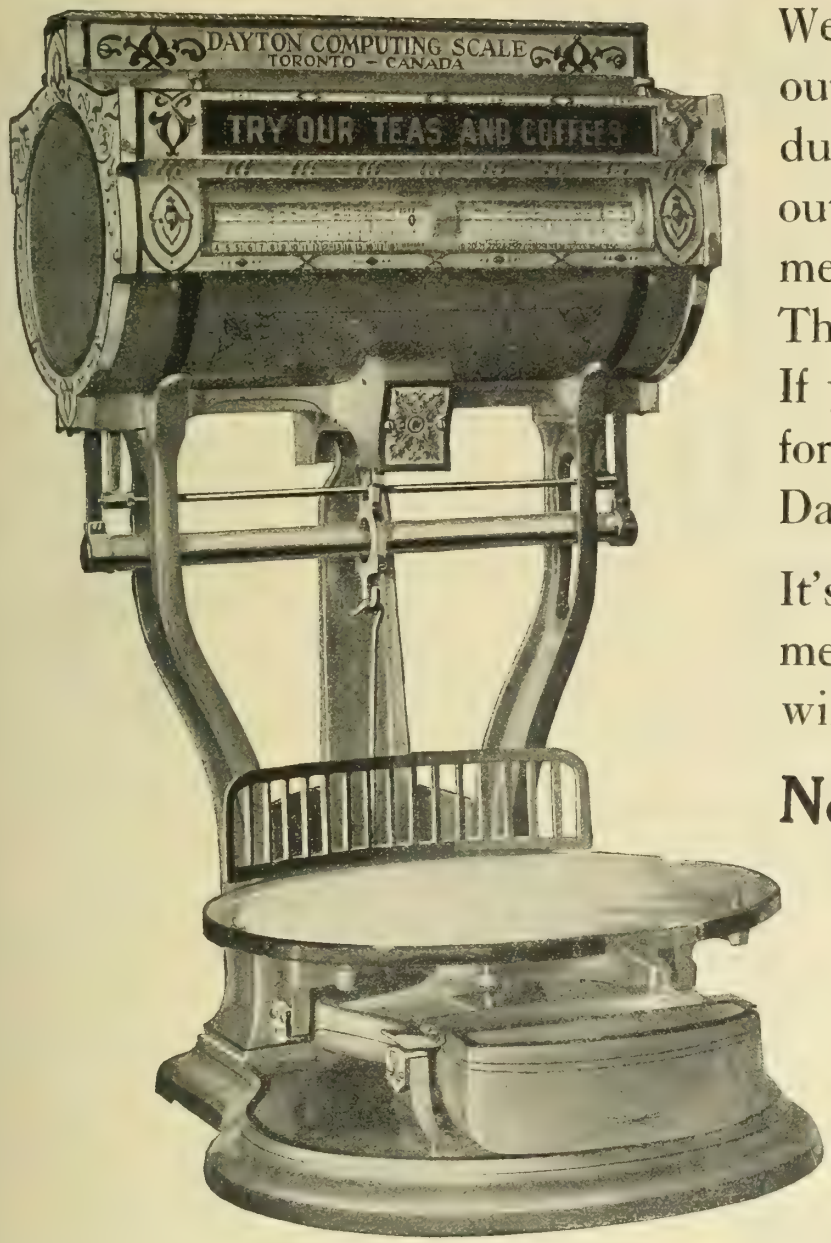
Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef 1s, $4.90; 2s, $9.
English Brawn—½s, $2.90, 1s, $4.90; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.40; 2s, $9.40.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton—$7.25; 2s, $14.50; square cans, $48.00.
Roast Mutton—1s, $7.25; 2s, $14.50; 6s, $48.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
Stewed Ox Tail—1s, $2.40; 2s, $4.40.
Stewed Kidney—1s, $4.40; 2s, $8.40.
Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat—1s, $3.90; 2s, $7.80.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.90.
Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $9.90; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.40; 2s, $8.40.
Boneless Chicken— ½s, $5.90; 1s, $9.00.
Boneless Turkey ½s, $5.90; 1s, $9.00.
Ox Tongue—½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45.
Lunch Tongue—½s, $3.90; 1s, $6.90;
Beef Suet—1s, $6.40; 2s, $12.40.
Mince Meat (Tins)—1s, $2.90; 2s, $4.90; 5s, $12.90.
Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.

5700!

5700 live wire, thoughtful Canadian merchants bought the famous Dayton Scale during 1918.



"If it's a Dayton—it's Right"

We are planning to put out at least 1,000 more during 1919, making our output 6,700 or more. The merchants need them. They guard their profits. If you are in the market for a Scale — see the Dayton.

It's the big value investment that no live grocer will be without.

New Systems— We can help you

We have many valuable suggestions in store management worked out from years of experience with thousands of retailers all over Canada. What is your problem? Probably we can help you. Write us.

We have copies of suggested systems all ready to send you. Would you like to see them? Sent free.

The Dayton Computing Scale Company

Royce and Campbell Avenues, TORONTO, ONT.

The International Business Machine Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager

Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines

If any advertisement interests you, tear it out now and place with letters to be answered.

There is always a demand for good

Clothes Pins

AGENTS: McFarlane & Field, Hamilton; Boivin & Grenier, Quebec; Delorme & Frere, Montreal; J. H. White, St. John, N.B.; H. D. Marshall, Ottawa; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; Harry Horne Co., Toronto.

The Megantic Broom Mfg. Co.
LIMITED

Manufacturers of Brooms, Clothes Pins and Cheese Boxes

Lake Megantic, Que.

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

OCEAN BLUE

sells on *merit, quality, value.*

Order from your Wholesaler.

HARGREAVES BROS. & CO.

WESTERN AGENTS: For Manitoba, Saskatchewan and Alberta, W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon, Creelen & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

Chili Sauce (red and gold label)—Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef ½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables. 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s. $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s. $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.40; 1s, $3.90
Potted Beef Ham—¼s, 75c; ½s. $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s. $1.40
Potted Meats (Assorted)—¼s, 85c.; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s. $
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle. $10; 10 oz., $5.
Ox Tongue — 1½s. $14.50; 2s $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40:
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass) — ½s, $2.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter—¼s, $1.40; ½s, $1.90; 1s, $2.30; in pails, 5s, 29c. 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR ALLEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 00
D. S. F., ½-lb.	3 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	

Per doz.

Durham, 1-lb. jar, each... $0 60
Durham, 4-lb. jar, each... 2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel $18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches Boxes	Cents
40 lbs. Canada Laundry	.09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	.09¾
200-lb. bbls., No. 1 white	.09¾
30 lbs., Edwarsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
18 lbs., Silver Gloss, in 6-lb. tin canisters	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¾
100 lbs., kegs, Silver Gloss, large crystals	.10¾
10 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¼
40 lbs. Canada Pure or Challenge Corn	.10¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs	.20

(20-lb. boxes ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 75
[illegible] Gelatine (lemon flavor), 2-qt. size, per doz.	1 80

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 28½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.30

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD
MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.35
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED.
EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plug, 10s and 6-lb. caddies	1 25
Shamrock, 9s, 1/6 cads., 12 lbs., ⅓ cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 9s, 2-lb. cartons	1 12
Master Workman, bars, 7s 3 lbs.	1 20
3 lbs.	1 12
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 7 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

If any advertisement interests you, tear it out now and place with letters to be answered.

When you say "Gold Dust," does anyone ever ask, "What is it?"

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

KING GEORGE'S NAVY

CHEWING TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.

Rock City Tobacco Co., Ltd.

If any advertisement interests you, tear it out now and place with letters to be answered.

"Wanted—A National Plan"

An article of unusual importance, by Sir George Bury, formerly vice-president of the C.P.R., appears in the February issue of MACLEAN'S. He points out that Canada must more definitely shape her destiny if that destiny is to be as glorious as all Canadians hope. It is a stirring demand for Canadians to get together in the formation of a national plan, accompanied by many practical suggestions from his experience in transcontinental railroad building. An article of national importance.

"Germany From Within To-day"

The funniest thing that he has perhaps written appears in February MACLEAN'S from the pen of Canada's great humorist, Stephen Leacock—an imaginary visit to Berlin under the Bolsheviks. He finds Von Tirpitz planning a new navy, an *inland fleet;* Frau Krupp, an apple woman; Von Bethmann-Hollweg, a cab driver; Bernstorff, a Bolshevik and president of the Scavengers Union. He finds a *Get From Under* committee planning a trade war on the world and half the population of Berlin in English clothing or Scotch kilts. He finds—

But read the article. There's a long laugh in every line. It is farce, however, built up on pretty shrewd truths.

You will find this a remarkably interesting number. The bold, fighting face of Admiral Beatty is on the cover and inside are the following big features:

The Campaign Against Britain, by Agnes C. Laut.
The Farmer in Politics, by J. K. Munro.
The Strange Adventure of the Thumb Tap Clue, by Arthur Stringer.
Old Times in Canada, by Walt Mason.
Lend Me Your Title, by Onoto Watanna.
The Three Sapphires, by W. A. Fraser.
Wild Miners I Have Met, by E. Ward Smith.
The Anglicization of Katrina, by Mary Josephine Benson.
Saturday's Child, by Mary E. Lowrey.
The Minx Goes to the Front, by C. N. and A. M. Williamson.
The Veins of the War God, by Corporal Herbert Forder.

The Best Articles From All Magazines

In the Review of Reviews department will be found reprints of the best articles selected from magazines published all the world over.

Secure YOUR Copy EARLY—While Supply Lasts

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

FEBRUARY ISSUE *Now On Sale At All News Dealers*

20c PER COPY. $2.00 PER YEAR.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada

Dried Fruits

California fruits of all kinds which have been rapidly advancing in price in the American markets the past month are now beginning to take on life here. When you consider that Prunes, Peaches and Apricots are selling in Canada on a basis from two to four cents less than in the producing country, you will easily conclude that this condition is not likely to last very long, for it would not be reasonable to expect it. Therefore, anticipate your requirements now at prices which will look very cheap when the big demand for Dried Fruits is on, in the Spring and early Summer. We offer:

Santa Clara Prunes -	50/60	50S	17¼
Santa Clara Prunes -	60/70	50S	16
Santa Clara Prunes -	70/80	50S	14½
Santa Clara Prunes -	90/100	50S	11¾
Santa Clara Prunes -	100/120	50S	9¾
25 lb. Boxes 1-4 higher			
Choice Muir Peaches - -		25S	19
Standard Yellow Peeled Peaches		25S	18½
Choice Yellow Peeled Peaches -		25S	22
Extra Choice Yellow Peeled Peaches		25S	23½
Standard Apricots - -		50S	18½
Choice Apricots - -		25S	23½

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

ORDER YOUR CANNING BOX SHOOKS REQUIREMENTS FOR 1919 NOW AND ENSURE GOOD DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO

RID-OF-RATS

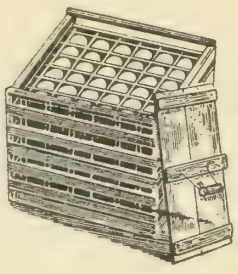
If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place **Brooklyn N. Y.**

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO.,LTD., 20-38 Dowd St. Montreal, Que.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen **fresh eggs.**
When collapsed will not take up any more room in a suit case than a traveller's order book.
A sure seller if you will buy it and show it.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 64
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ½s,. 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes 30 boxes in case, per lb.	0 55

6c. LINES

	Toronto Price Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box 50 boxes in case	0 95
Puffed Rice Bars, 24 in box 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box. 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box 60 boxes in case	0 95
Regal Milk Chocolate Bar 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box 50 boxes in case	0 95
Maple Buds, 6c display boxes. 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD.,
CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

The Advertiser would like to know where you saw his advertisement—tell him.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

If any advertisement interests you, tear it out now and place with letters to be answered.

New Arrivals

California Pears

Winter Nelles
and
Easter Bueries

California Cauliflower

California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit

Stripes Brand

Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

FISH

LAKE SUPERIOR FROZEN HERRINGS
SPECIAL PRICE

B. C. Halibut, Redsprings, Cohoe, and Qualla Salmon, Atlantic Cod, Herrings, Soles, Haddock, Mackerel, Smelts.

FINEST LABRADOR SALT HERRINGS

in barrels and half barrels. Finnan Haddie and Smoked Cod in 15-lb. boxes.

Fruits and Vegetables

Oranges, Grape-fruit, Apples, Lemons, Pears, Cranberries, Potatoes, Onions, Cabbage, Carrots, etc.

We can supply you with the best obtainable.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151

Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford, England.

Freemans FOOD PRODUCTS Watford

Ask us for

Wrapping Papers

and

Twines

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

To The Manufacturing Trade—

If you want live representation on Confectionery and Grocers' specialties,
Write

GUISE AND SMITH, LTD.
1603-5 Broad St. - Regina, Sask.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

WE OFFER:

IN BOND, NEW YORK

PEPPER—
Finest Grade Black Malabar.

CHILLIES (Small Red Peppers)
Finest Mombasa Jinja.

Quotations and Samples upon application. Spices quoted for Early Shipment from the Far-East.

W. BOLUS & COMPANY, LIMITED, INC.
2-4 Stone St., New York City Salisbury House, London, England

SalesmenWanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

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BUYERS' MARKET GUIDE
Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co., Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

BEEF TO U. S.

The market on fresh beef showed advances this week approximating 1½c per pound, and it is indicated the market looks very strong. Prices in the United States are higher than those in Canada, and there has been some of good butcher cattle to United States markets. One case in point is that of one man who took 25 cars from the Toronto yards on Monday of this week. Demand for beef shows a decided improvement the past week or two, the restrictions on its use in hotels and restaurants being removed, and this class of customers proving heavy buyers.

* * *

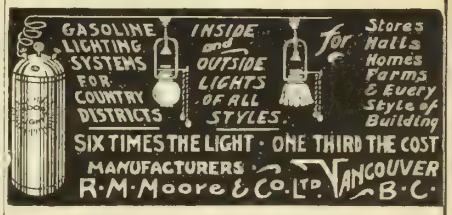
POTATOES WEAK

Potatoes have reached a low market price, and there is no indication that the bottom has yet been reached. Supplies have been coming in freely, owing to mildness of the weather, with the result that there are lots of potatoes and more than enough to meet the immediate requirements of the trade. Prices have sagged materially already, $1.15 per bag being quoted to the trade for Ontarios now.

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd.
VANCOUVER B·C·

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

All these ads will have position on a live page each week containing reading matter.

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

SALESMAN WITH A GOOD GROCERY CONnection in Alberta and British Columbia at present travelling for an Alberta firm, desires a change. Box 482, Canadian Grocer, Toronto, Ont.

TO MANUFACTURERS—WE CAN SUCCESSfully handle one or two sole distributing agencies for approved articles for Pacific Coast. Particulars to Direct Supply Association, Victoria, B.C.

WANTED—A GOOD-SIZED, STRONG, SECond-hand counter show case. State price and description. Box 486, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE

FOR SALE—A USED BOWSER OIL PUMP for kerosene, self-measuring. One used galvanized oil tank, ninety gallons. J. H. Edwards, Carleton Place, Ont.

FOR SALE—MEAT AND GROCERY BUSINESS. Annual turnover $22,000. Stock $2,000. Net profits $2,600. Clear title. Owner giving up business. Apply Box 488, Canadian Grocer, Toronto, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock $9,000.00, but will be reduced to suit purchaser. Turnover $28,000.00. $2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MR. CLERK, HAVE YOU EVER THOUGHT you would like to be able to print up-to-date show cards? Our system by correspondence is thorough and complete, and it takes only a short time to complete the course. Free outfit and easy terms. Write the Art Card Writing Studio, 1766 Hamilton St., Regina, Sask.

WHITE COTTON
SUGAR LINERS
E·PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver:iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters Private correspondence. Manufacturers and Manufacturers' Agents desiring English to Frenel translations will secure expert service at a moderate rate by addressing Leon A. Archambault.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation Others are using to good advantage Want. Ad page in Canadian Grocer. You can do the same Rates, payable in advance, 2 cents per word first insertion and one cent per word fofr each additional, with charge of five cents extra per insertion for Box Number.

We require REPRESENTATIVE IN MONTREAL and district to handle our famous ALEXANDER CAKE and other lines. Jobbers with local delivery calling directly on retail trade should write immediately. VOGANS LIMITED. 16 RYERSON AVE., TORONTO.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Products that give customers confidence in your store

TRANSIENT trade is very well in its way. It all helps. But what you like to see most is the same customers coming back to your store again and again.

You can ensure this in two ways: (1) By giving good, efficient service, and (2) By selling goods that **satisfy** your customers.

This is why dealers are having such success with Davies' Products. Their customers know they are buying food products of the highest quality, and this creates confidence in the store and leads to steady trade and constantly increasing sales.

Davies' Quality Products include:

FRESH MEATS
PORK SAUSAGE
PURE LARD
CANNED MEATS
SMOKED MEATS
WILTSHIRE BACON
"PEERLESS" SHORTENING
DRY SALT MEATS
"GLENGROVE" BUTTER
CARTON EGGS

Etc., Etc.

Are you featuring these trade-winning lines?

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

Canada Food Board Packers License No. 13-50

70,000
Square Feet
Floor Space

Daily Capacity
from
3 to 4 Cars

Montreal Packing Department, Small's Limited

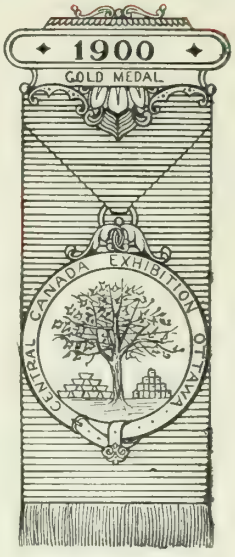
Established
1825

Smalls

NOTICE

Very Important

WE have inquiries: "Do we reimburse merchants in case of fines?" Our answer is: We do not. All our lines are packed strictly in keeping with the Inland Revenue Pure Food Regulations. However, in case of any misunderstanding between ourselves and the Department, with whom we are close in touch, regarding marking, and so forth, we will adjust same with the Department, and bear all expenses attached. In event of the merchant misrepresenting our goods, that is, selling our Molasses and Sugar Syrup for Maple Syrup, or our Cream Sugar for Maple Sugar, we will be obliged to take proceedings against such parties to recover damage. We have been in the business for many years, and thus far have not been obliged to resort to these measures, and can only ask that the individual merchant continue to co-operate with us, and sell this line of goods for exactly what it is, and as it is marked. We have a good stock of materials and are well equipped to look after the new season's business that is fast approaching us, and as a suggestion, ask merchants to place their order early through their jobber, that he may have goods on the spot when wanted. Our block of Maple Sugar is now being marked with the word "Maple" imprinted on the bottom of the cake, which absolutely frees the merchant from any risks whatsoever in making sale of same. We refer you with pleasure to the last Bulletin on Maple Syrup and Maple Sugar, No. 409. On same you will notice that our brands, Small's, were found to be absolutely pure and as represented in every case.



SMALL'S LIMITED

MONTREAL

TRADE MARK

Small's

In This Issue—CANADIAN PRODUCE CONVENTION REPORT

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, FEBRUARY 14, 1919 No. 7

Crown Brand Corn Syrup

—the pure, wholesome, nutritious Table Syrup that numbers its friends by the hundreds of thousands.

It pays to push this popular brand.

At All Wholesalers

THE CANADA STARCH CO., LIMITED

CARDINAL, ONT. MONTREAL, QUE. FORT WILLIAM, ONT.

COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

PUT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best.

One sale makes a permanent customer.

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.

MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

G-1

Your customers know that the name Borden's is a synonym of Quality

What is this Borden Quality—this something which places Borden Milk Products ahead of all competitors?

Borden's

It is the attainment of the utmost in pure, palatable, wholesome milk products. It is a degree of excellence made possible only by carefully selecting the purest milk from clean, healthy cows and processing it by the most scientific methods in factories that are entirely sanitary in every respect.

So that when you hand Borden's to your customer you can anticipate her approval of the quality that always satisfies.

Borden Milk Company

Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213

If any advertisement interests you, tear it out now and place with letters to be answered.

Wheat Kernels Again!

THE restrictions are off! Wheat Kernels are back on the market again—the same high-class breakfast food in a new attractive shelf package.

Wheat Kernels was a big favorite before the war and it's going to "come back" strong. Order a supply now and get it on your sales counter.

A profit of 25% for you.

White Swan Spices & Cereals, Ltd.

TORONTO

RICE FLOUR

Healthy and Nourishing

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

Wholesome and Nutritious

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S PORK and BEANS

with Tomato Plain, or Chili Sauce are

SURE SELLERS

They don't "linger" on your shelves. Their sale is assured by the Clark QUALITY, the Clark REPUTATION and the CLARK ADVERTISING.

Don't be afraid to BUY NOW. Clark's Pork and Beans are favorites and will sell no matter what conditions prevail.

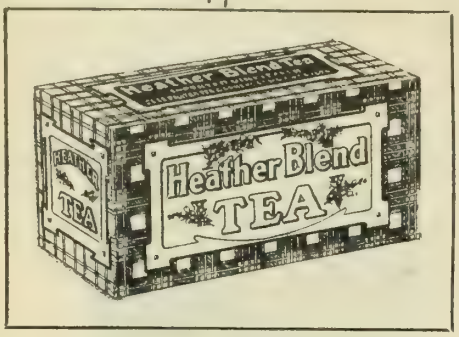
W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

If any advertisement interests you, tear it out now and place with letters to be answered.

Heather Blend Tea



¶ The choicest Teas from the hill gardens of India and Ceylon—blended scientifically to produce a richness and flavor that will please the most fastidious Tea drinker.

¶ The aroma is delicious. The quality and strength are there. One trial will convince you. Takes less for a cup.

"The Fragrance Lingers"

Blended by

BLACKWOODS LIMITED

WINNIPEG, MAN.

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

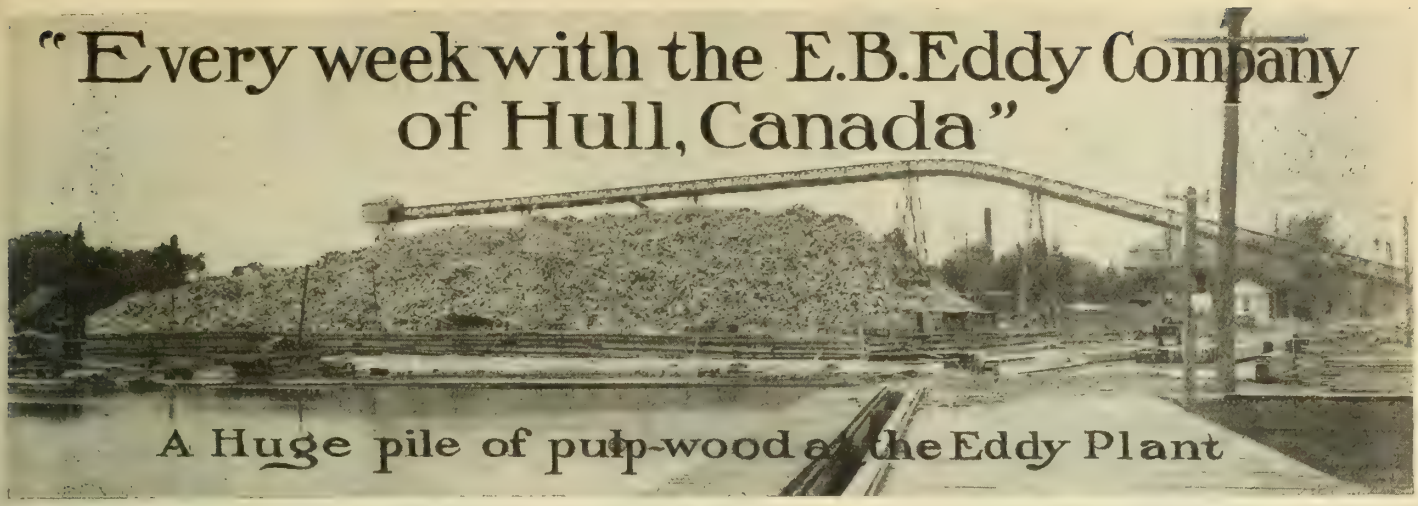
THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated February 14, 1919. **Being No. 21 in the Series**

Pulp—What It Is; How It Looks; and What the Eddy Company Use It For

WHEN Ezra Butler Eddy began making matches in his little rented factory at Hull, away back in 1851, wood-pulp was to all intents and purposes an undiscovered source of wealth. To-day, with the world's supply of wood-pulp none too plentiful, the production of it becomes one of Canada's most important industries. The E. B. Eddy Company are amongst the principal manufacturers of pulp in the Dominion, but they use all they make in the further manufacture of their many useful products.

Wood pulp is the substance of the tree freed from its sap and resinous matter, and its value lies in the length and tenacity of its fibres. They are small enough even when technically called "Long," and you might well be pardoned for thinking pulp, in some stages of its manufacture, nothing other than porridge. That is what it looks like, and very watery porridge, too, not at all to the taste of the true Scotchman.

The fibres are hard to see at first, but they are there, and without them the pulp would be for manufacturing purposes as useless as porridge. The Eddy Company's manufacturing experts can perform miracles with those tiny fibres. They have processes by which they can brush them nicely in one direction, as you would brush a small boy's hair. When they are thus placed in orderly manner they can be made to interlock with one another just as you lock the fingers of your left hand with those of your right. The result is strong, durable paper such as the E. B. Eddy Company have been making for years without fault.

From wood-pulp the Eddy Company manufacture book and writing, news-print, wrapping papers, tissue papers, toilet papers, paper bags, packing cases, sheathing papers for lining the walls of houses, barns and churches, match-boxes, and by ingenious processes, the most substantial and durable household utensils of indurated ware. The basis of all is wood-pulp delivered "From the Tree to the Trade."

Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become paper and matches, illustrating the Eddy Motto:

"From the Tree to the Trade"

Eddy's Silent 5 Matches

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc

WHERE TO OBTAIN BROOM CORN

Kindly advise where raw broom corn can be obtained.———, Tillsonburg.

Answer—American Warehouse Co., Wichita, Kansas; Boggs Broom Corn Co., 1206 N. Main St., St. Louis, Mo.; Tennessee Broom Corn Co., Nashville Tenn.; J. P. Gross & Co., 14 E. Kinzie St., Chicago; Kavanaugh Bros., 1324 W. Kinzie St., Chicago; S. Lande & Co., 162 E. Kinzie St., Chicago.

PURCHASERS OF SUGAR AND OATMEAL BAGS

I have a quantity of sugar and oatmeal sacks; could you give me the address of some firms who purchase these?—A. G. Esplen, Tara, Ont.

Answer—E. Pullan, Maud St., Toronto.

MANUFACTURERS OF WAX WRAPPERS

Please forward as soon as possible by return of mail names and addresses of manufacturers of wax and printed bread wrappers.—J. B. Peltier, North Bay.

Answer. — The British American Wax Paper Co., Wrigley Bldg., Toronto; Bradshaws, Ltd., 107 Atlantic Ave., Toronto.

Is the Nagle Mercantile Agency, Laprairie, associated in any way with the Westmount concern of that name? Are they a reliable firm?—A. M. Smith & Sons, Woodstock, Ont.

Answer—This is the same firm, the offices in Laprairie are merely temporary pending the removal of the firm to permanent offices in Montreal. 2. Yes.

BUYERS OF DRESSED HOGS

Kindly send us names of buyers of dressed hogs in Toronto.—Doherty Bros. Kinmount, Ont.

Answer.—Buyers of dressed hogs in Toronto are John H. Wickson, St. Lawrence Market, and MacIver Bros. Co., St. Lawrence Market, both of Toronto.

BOSTON AND PORTLAND FRUIT WHOLESALES

Will you please give us the names of the largest and best wholesale fruit houses in Boston, Mass., and Portland, Me., at your earliest convenience.—Hadlock Bros., Barnston, Que.

Answer—Wholesale fruit houses in Boston, Mass., are: Kingman & Hearty; Sawyer & Day; O. E. Spooner & Co.; in Portland, Me.: Hannaford Bros. Co., are, we understand, about the largest dealers.

FROZEN EGGS IN PAILS

Can you advise us where we can get frozen eggs in small pails?—The Columbia Macaroni Co., Lethbridge, Alta.

Answer—They are procurable from the following firms: Gunns Ltd., Toronto; Swift Canadian Co., Edmonton, Alta.; Wm. Davies Co., Toronto; P. Burns & Co., Calgary; Harris Abattoir Co., Toronto; Matthews-Blackwell, Ltd., Winnipeg; Gordon, Ironsides & Eares, Winnipeg.

SUN DRIED APPLES

Could you give me the names of firms that would handle sun dried apples and evaporated apples?—W. T. Riddell, Auburn, Ont.

Answer—In reference to sun dried and evaporated apples, etc., W. H. Millman & Sons, Toronto, are in the market for these goods.

REGARDING POTATOES

Will you please advise we what I had best do regarding 2 cars of potatoes? Should I dispose of them now at a loss, or do you think the market will be better, say, in a month or so? Will there be any export trade? —Geo. H. Brigham, Galt, Ont.

Answer—At the present time the potato market is very weak. Continued mild weather during the past six weeks has permitted the constant marketing of these from country points with the result that there are lots of potatoes and buying prices have sagged to about 85c to 90c delivered at Toronto.

Whether conditions will be better in a month or so is, we think, dependent largely on the weather. Should cold weather come to prevent marketing, potatoes might become somewhat firmer. There are some dealers in Toronto who paid as much as $1.75 and would be glad to see prices advance, but it doesn't look as if a very material advance will occur unless some unusual demand should spring up.

We would suggest that you try the export field in the United States. A. Jacobs & Co., Detroit, Mich., are big people and could advise you as to the market there. We note quotations in the New York market on No. 1 potatoes range from $1.75 to $2.50 per 100 lbs. to the trade and conditions at Detroit may be similar. Other dealers you might try are Kingman & Hearty, Boston, Mass.; Sawyer & Day, Boston, Mass.; O. E. Spooner & Co., Boston, Mass. From these you would get an idea as to what the prospects were, and another week or ten days waiting on this market will not influence the situation to much, if any, lower levels, while the reverse might happen.

A QUESTION ON THE INCOME TAX

After drawing $1,040 from business during year my share of profits is $2,072 in unsold goods. For purposes of income tax what deduction can be made from this surplus on year's trading?—W. Parsons, Pilot Mound, Man.

Answer—The only deduction that may actually be made under the Income War Tax Act is amounts paid by the taxpayer during the year to Patriotic and Canadian Red Cross Funds and other patriotic funds. These are exempt and consequently their amounts may be deducted from the total assets, when computing the amount of income. The Act also reads: "Reasonable allowance may be made by the Minister of Finance for depreciation, or for expenditure of a capital nature for renewals or for the development of business."

The Commissioner of Taxation has interpreted this "reasonable allowance," and states that the merchant is justified at taking goods at a fair valuation at time of inventory. By the amended Act all incomes of over $1,000 in the case of an unmarried person, or $2,000 in the case of married parties, are taxable at the rate of 2% up to $1,500 in the case of unmarried parties and $3,000 in the case of married parties, and 4% on amounts over these. There is a deduction allowed from net income, however, of $200 for each child under 16 years of age who is dependent on the taxpayer.

CAN BE RELIED UPON

Editor, Canadian Grocer: — I have benefited in a great many ways from the CANADIAN GROCER, which I have taken for some years. I look forward to receiving it each week. It is like an old friend. I would not care to be without it. CANADIAN GROCER is a safe guide and in my judgment can be thoroughly relied on. I can strongly recommend it.

R. DOWSON.
801 Danforth Ave.
Toronto, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

Curling Brand is a good Grapefruit Marmalade—one you can recommend

Curling Brand on a jar of fruit is a mark of quality.

THE season's supply of Seville Orange Marmalade is limited but

"CURLING BRAND" GRAPEFRUIT MARMALADE

is an ideal substitute—tasty and wholesome and less expensive, too.

Another excellent line is

ST. WILLIAMS APRICOT JAM

It has a double-selling appeal, being extra delicious and put up at a popular price.

You can recommend it to the thrifty disposed housewife. Its quality and economy will win her approval.

Send in your order early for both these lines.

Curling Brand on a jar of fruit is a mark of quality.

St. Williams Preserves, Limited

SIMCOE and ST. WILLIAMS, ONT.

DISTRIBUTORS:

Maclure and Langley, Limited

TORONTO MONTREAL WINNIPEG

QUALITY IN BUSINESS

In any business the "big idea" to grasp is the fact that first cost is not last cost; to understand that, while the price of some goods may be much lower in the beginning, they are almost invariably dearer in the end; to see that almost always an article is worth just about what it costs; in short, to understand the meaning of "QUALITY."

Just now this applies particularly to oranges. The freeze in California caused a good deal of damage in a number of groves. This frosted fruit is now appearing in Canadian markets. They are bitter, soft and punky, and are being offered at very low prices. If you want this kind of fruit, we can't supply you, but if you want juicy, sweet, firm, tender fruit—the finest that California grows — and absolutely free from frost, order

GOLDEN ORANGE BRAND
SUNKIST NAVELS
Warranted same from top to bottom of box

Prices now are getting back to normal. Get your "Special Orange Sales" going again. Sell oranges by the box or half-box. Let us quote you special prices on any size in quantities.

We can also supply you with good assortment of advertising cards, price tickets, recipe books, etc.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

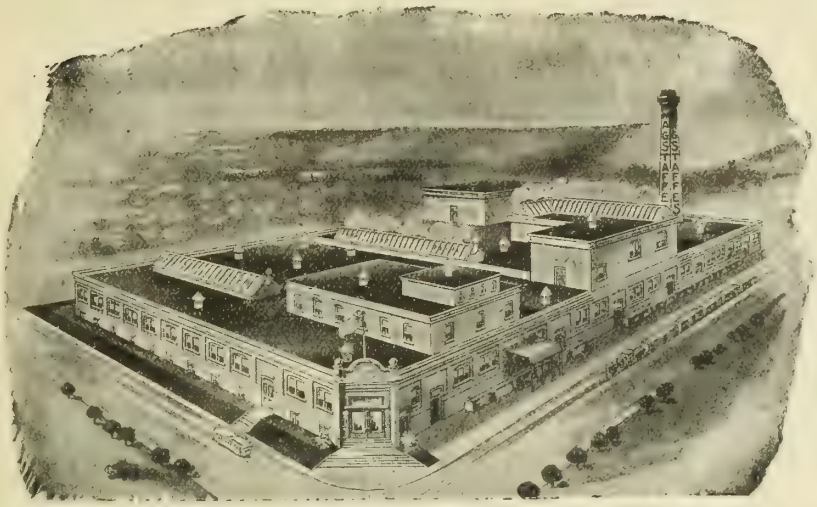
THE FIRM FOR SERVICE

GUELPH - - - ONTARIO

Canada Food Control License Nos. 3-090, 3-204

If any advertisement interests you, tear it out now and place with letters to be answered.

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—**Weekly Commercial Newspaper**

The MacLean Publishing Company, Limited

153 University Avenue, Toronto **Southam Bldg., 128 Bleury Street, Montreal**
1207 Union Trust Bldg., Winnipeg, Man.

Getting Klim off Your Shelves

Eventually every woman in Canada will be acquainted with Klim. Newspapers, magazines, trade and technical papers, and street car cards are regularly carrying to your customers the Klim message of economy and convenience. We are getting Klim off your shelves and into your customers' kitchens. Once Klim is introduced to a housewife it becomes a firm friend who helps every day. And that means sales, regularly, steadily, profitably.

Klim must be **on** your shelves before it can come **off**. Order to-day from your wholesaler.

CANADIAN MILK PRODUCTS LIMITED
TORONTO MONTREAL

Western Representatives:
W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton and Regina;
Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

Fresh California Celery

CALIFORNIA NAVELS
FLORIDA GRAPEFRUIT
FANCY BOXED APPLES
SHELLED ALMONDS
FRESH PEANUTS

Send in Your Order.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

Canadian Food Control Licenses No. 3-027 and 3-028

DOMINION SPRING CLOTHES PINS

For Sale by all Wholesale Grocers and Jobbers

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

To The Manufacturing Trade—

If you want live representation on Confectionery and Grocers' specialties,
Write

GUISE AND SMITH, LTD.
1603-5 Broad St. - Regina, Sask.

WHOLESALE CONFECTIONERY, BISCUITS, ETC.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

TEA LEAD

(*Best Incorrodible*)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.
Some of our salesmen do retail selling exclusively.

We are agents for Christie's Biscuits and Robertson's Confectionery.

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co.
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heatin
WAREHOUSING DISTRIBUTING
STORAGE

D. J.MacLeod &Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

Trackage
Storage
Distribution

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6 450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

The McLay Brokerage Company
Wholesale Commission Merchants and Brokers
Manufacturers of foodstuffs who want distribution in Western Canada will secure excellent results by placing their products in our hands.
507 Confederation Life Building, WINNIPEG

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
Limited
Manufacturers' Agents
Grocers, Confectioners and Drug Specialists
12 Front Street East - Toronto

W. F. ELLIOT
Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

ATLANTIC MILLING CO., Limited
PICTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

Just Received!
Hams (5 tons), Sides of Pork with Head and Feet Off (10 tons).
SPECIAL LOW PRICE
Write Us
The Colwell Brokerage Co., Ltd.
St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's **KIPPERED HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

We are Importers of

Oriental Lines

—Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Gingers, Hen Egg Albumen, Dry Hen Egg Yolk, etc., which are handled throughout Canada by the following brokers:

Tees & Persse Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse, of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto; E. T. Sturdee, St. John, N.B.; J. W. Gorham, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Limited

Importers and Exporters

VANCOUVER

Salmon Commandeered

Packed in 1 lb. Tails and 1-2 lb. Flats
Sold by Your Jobber

SNOW CAP BRAND PILCHARDS are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

"Snow Cap" is Hand Packed by

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

Wantmore PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

A Choice Concord Grape Juice

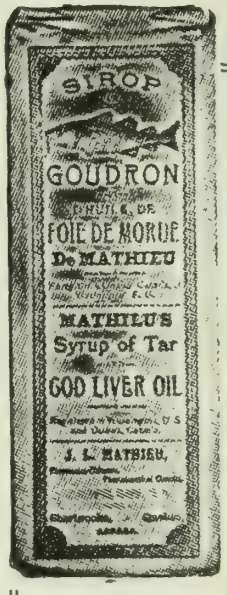
Marsh's has won lasting popularity because it has the piquant deliciousness of the pure Concord Grape. Are you handling this seller?

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.



Arm your customers against the Cold Weather peril. Just now, when the forces of La Grippe and Pneumonia are abroad your customers will readily appreciate the splendid body-building qualities of

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

There is no better or more dependable remedy for coughs and colds in any stage. Feature this effective "cold breaker": keep it before your customers' notice. You can confidently guarantee results with Mathieu's Syrup of Tar and Cod Liver Oil.

Stock to-day.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE :: QUEBEC

It's the largest seller of any soap on the market

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive — big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

It's 100 per cent. Efficiency Assured

Buyers of Egg-O Baking Powder always look for more. That is the best testimonial we have to offer. It is made to meet the demands of the expert cook. It is 100 per cent. efficient, and that efficiency is assured whether it is used when purchased or months hence. Why? Because we make it right, and pack it right.

Over 80 per cent. of Baking Powder users in the United States use a combination Baking Powder because it is the best kind of Baking Powder. Egg-O is a combination powder possessing all of the ingredients that make it wholesome and efficient.

EGG-O IS THE ONLY CANADIAN-MADE COMBINATION BAKING POWDER WIDELY ADVERTISED ON THE CANADIAN MARKET. SELL YOUR CUSTOMERS THE POWDER MOST PEOPLE ARE BUYING, AND THEY WILL BE SATISFIED.

Egg-O is carried in stock by all jobbers.

Egg-O Baking Powder Co., Limited

HAMILTON - CANADA

Grocers like to sell PURITY FLOUR

(Government Standard)

because it brings customers back witith a satisfied smile for another sack. PURITY FLOUR has the QUALITY that home cooks appreciate. And it has a UNIFORMITY that makes it always dependable—a safe and satisfactory flour for the grocer to recommend.

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

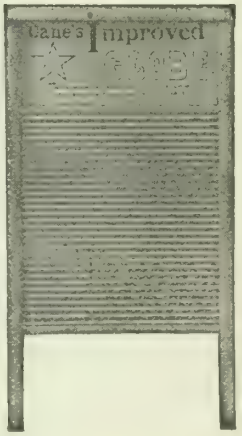
Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John. N.B.

Sell Cane's Washboards

—the washboards that always give a maximum of good service.

Basswood frames free from slivers and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

There is always a demand for good

Clothes Pins

AGENTS: McFarlane & Field, Hamilton; Boivin & Grenier, Quebec; Delorme & Frere, Montreal; J. H. White, St. John, N.B.; H. D. Marshall, Ottawa; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; Harry Horne Co., Toronto.

The Megantic Broom Mfg. Co.
LIMITED

Manufacturers of Brooms, Clothes Pins and Cheese Boxes

Lake Megantic, Que.

If any advertisement interests you, tear it out now and place with letters to be answered.

This Way of Selling Tea Protects Grocers

Grocers can now book orders for Red Rose Tea for shipment every week, two weeks, month, two months or to suit their convenience — *subject to the price at the time of shipment.*

As we do not think there is any probability of prices going higher, this plan of booking shipments is all in favor of the grocer.

Frequent shipments. Small quantities. Buy Red Rose Tea that way and you'll run little chance of losing your profit if a decline comes.

T. H. ESTABROOKS CO.,
LIMITED
St. John Toronto Winnipeg Calgary

Deliveries now on all brands of our Nobility Chocolates

We are pleased to announce that we can now make deliveries to the wholesale trade on all brands of our Chocolates—Peerless, Elgin and Nobility—all of our well-known lines of pail goods.

Nobility Chocolates, Limited
ST. THOMAS, ONT.

Selling Agents:
Maclure & Langley, Limited
Toronto Montreal Winnipeg

It's the superior goodness of

Robinson's "Patent" Barley
and
Robinson's "Patent" Groats

that will make every customer you sell them to a satisfied customer, and assure you of good repeats.

Are you well stocked?

MAGOR, SON & CO., LIMITED
191 St. Paul Street, W., MONTREAL
30 Church St., TORONTO

These Products make lasting friends

BEAVER BRAND

Hams, Bacon and Lard

Recommend Beaver Brand Products. They will win you more customers, more prestige and larger profits.

Dealers in Cheese, Butter and Eggs. Makers of the well liked INGERSOLL CREAM CHEESE.

INGERSOLL PACKING CO., LIMITED

INGERSOLL, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXXIII. TORONTO, FEBRUARY 14, 1919 No. 7

Rolled Oat Stocks Exceed Requirements

Prices Will in All Probability Show Further Declines—Mills and Wholesalers Heavily Stocked, Owing to Recent Substitute Order, and Demand is Light—Movement of Stocks to Sweden May Relieve the Situation Somewhat

THERE has been a material decline in the price of rolled oats and oatmeal recently, and there will in all probability be further declines before the bottom is reached. This in a word is the condition that obtains in the rolled oats market. The fact of the matter is that there is an over supply of stocks in all hands at the present time, that must be overcome before any stability can return to these products.

There is little question that present prices represent a fair market price on a mere basis of raw supplies, and costs of production. The present situation however has been complicated by an overstocking on the part of the mills, and the wholesalers, and in some instances of retailers as well.

Substitute Order the Cause

These conditions are the direct result of the recent substitute order. The Food Board regulation that necessitated the sale of a certain proportion of substitutes with every pound of flour resulted in a piling up of stocks to meet this demand, and as other varieties of substitutes were practically unobtainable, and as in any event oat products were the most generally known, and consequently the most in demand, and as the mills and the wholesalers had to have these stocks to protect their flour sales, there was an abnormally heavy production in these lines. Then suddenly, without a word of warning, the substitute embargo was withdrawn, and naturally the demand for substitutes sank back to normal. The millers and wholesalers had no forewarning of any such probability; they had indeed every reason to believe that the order would remain in force indefinitely. As a result they were carrying at the time of its withdrawal, maximum stocks of substitutes, among which rolled oats was the chief.

No Question of Heavy Stocks

There is no question of a doubt as to the heavy stocks at the mills, and no question either that eventually efforts will be made to liquidate these stocks. At the present time there is a tendency on the part of many mills to drop prices below the present market figure in order to get business. The mills are losing heavily on these transactions, and their evident willingness to take these losses are an indication of their belief that first losses are best, and that any waiting will result in still further declines.

The wholesale trade as a whole is not buying at any price. They are stocked heavily themselves, so there is little likelihood of being able to move off stocks at present figures through the usual channels.

Possible Market in Sweden

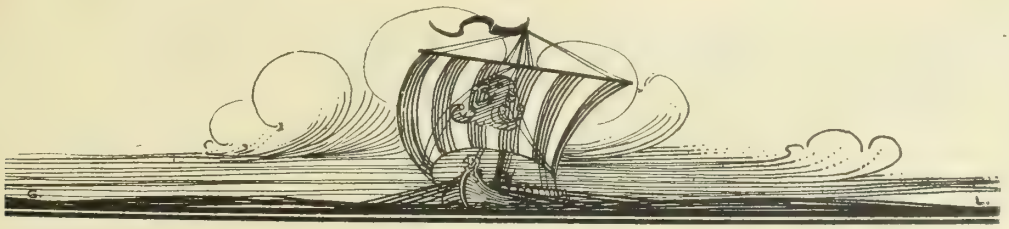
The only situation that seems to have any promise of relief is the possibility of an export demand. There is no such demand from nearby countries. One authority states that there is a supply in Newfoundland of rolled oats sufficient for seven years. That of course is a figurative statement,but there is certainly sufficient supply to put that country out of the market for some time. The West Indian market has been glutted for some time through the activities of American millers.

The hope of the situation seems to lie in the Scandinavian export field. Enquiries have been received from Sweden, and arrangements are about to be completed for shipments thither, the only matters to be arranged being the terms of payment.

While this outlet will materially aid the situation, the Swedish buying price, it is understood is not sufficient to be an influential factor on the market, and in no way therefore affects the probability of price declines in these lines. It does have this effect, however, that if a sufficient volume of business can be developed to relieve the surplus stock, the glutted condition of the market, which alone is responsible for probable declines, will be relieved and normal conditions will again prevail.

The oat millers held a meeting on Saturday last to consider the situation in its entirety. The ground covered was, it is indicated, wide and varied but nothing really developed of a practical nature.

There is a feeling among some of the millers that an association to discuss general market conditions and to an extent eliminate the excessive price-cutting indulged in might be beneficial to the trade as a whole but no definite agreement was arrived at. The question as to export business, although mentioned, was left over for general discussion of millers and representatives of Wheat Export Co. to be held at Ottawa on Wednesday of this week.



Use of Word "Maple" in Labelling

Definite Information on What is and What is Not Permissible in the Use of the Word

By DR. A. McGILL, in The Department of Trade and Commerce Bulletin

AN AMENDMENT to the Adulteration Act of April 15, 1915, enacts as follows (Sec. 29A, 3):

"The word 'maple' shall not be used, either alone or in combination with any other word or words, or letter or letters, on label or other mark, illustration, or device, on a package containing any article of food, or on any article of food itself, which is not pure maple sugar or pure maple syrup, and any article of food labelled or marked in violation of this subsection shall be deemed to be adulterated within the meaning of this Act."

The staple forms in which the maple orchard products come upon the market, are syrup and sugar; and the evident intention of the above amendment is to prevent other syrups or sugars being fraudulently substituted for maple products.

To some extent, maple products appear in less concentrated form than sugar, and these articles are frequently described as maple cream, maple butter or maple cheese, where the modifying words cream, butter and cheese refer to consistency only, and are not intended to declare the actual presence of cream, butter or cheese. Such articles will be regarded as adulterated if they are not wholly the product of the maple sap.

If articles described as maple cream, maple butter or maple cheese are held to be compounds, containing actual cream, butter or cheese, this claim must appear upon the label, and the amount of cream, butter or cheese respectively must also be plainly declared upon the label; the maple syrup or sugar entering into the composition of the article must be genuine maple syrup or sugar respectively; and no other syrup or sugar than genuine maple syrup or sugar may be present. Otherwise they will be held to violate the above quoted section of the Act.

Where Word Maple May be Used

When pure maple syrup or sugar is employed to give flavor to confectionery (candy, cakes, etc.) it becomes necessary to use the word maple, just as when lemon, peppermint, vanilla, or other flavor is present it becomes necessary to use these words as adjectives. This use of the word maple is held not to contravene the regulation above quoted, Candies, cakes, etc., are necessarily composite articles, and everybody understands quite well, that they are not intended to displace maple products, because they are flavored with maple, but rather that they are forms in which a market for maple products is created. It is however to be noted that only genuine maple syrup or sugar may be employed in flavoring material in cases where maple flavor is claimed for confectionery.

Canada's Consumption of Sugar

Figures of the Past Fiscal Sugar Year Reported For the First Time—Canada's Total Consumption of Cane Sugar Reaches Large Total of 765,613,368 Pounds

Some interesting statistics bearing on the Canadian consumption of sugar during the fiscal year ending March 31, 1918, are appended herewith. These figures are the first official figures available giving the actual consumption during this period, as well as the countries of origin of the sugar consumed.

It is interesting to note that the larger part of Canada's sugar supply is derived from the British possessions of the British West Indies, British Guiana, and Fiji. This is due unquestionably to the preferential tariff in effect with these countries. The heavy item from the United States, does not represent refined sugars, but disbursements of the International Sugar Commission, probably of Cuban Sugars handled through American ports.

The following are the statistics:

DOMINION OF CANADA.

Sugar Entered for Home Consumption. Fiscal Year Ended March 31st, 1918. Above 16 D.S. and All Refined.

	General Tariff Lbs.	Preferential Tariff Lbs	Total Tariff Lbs.
British Guiana	.....	37,573	37,573
British W. I.	.....	393,741	393,741
Hong Kong	64,452	.....	64,452
Newfoundland	620	.....	620
China	420	.....	420
Hawaii	200	.....	200
Japan	43,191	.....	43,191
United States	1,717,119	.....	1,717,119
	1,826,002	431,314	2,257,316

DOMINION OF CANADA

Sugar Entered For Home Consumption Fiscal Year Ending March 31st, 1918. Not Above 16 D.S.

	General Tariff. Lbs.	Preferential Tariff. Lbs.	Total Tariff. Lbs.
Brit. Guiana	115	139,468,521	139,468,636
British W.I.	.....	148,838,543	148,838,543
Fiji Islands	.....	28,846,050	28,846,050
Hong Kong	350	.....	350
China	70	.....	70
Costa Rica	853,644	.....	853,644
Cuba	7,514,589	.....	7,514,589
Dutch Guiana	4,210,939	.....	4,210,939
Guatemala	923,970	.....	923,970
Japan	55,406,900	.....	55,406,900
Nicaragua	2,336,025	.....	2,336,025
Peru	25,236,322	.....	25,236,322
Philippines	785,800	.....	785,800
San Domingo	134,909,821	.....	134,909,821
Venezuela	4,352,987	.....	4,352,987
United States	211,928,722	.....	211,928,722
	448,460,254	317,153,114	765,613,368

COMPARATIVE STATEMENT TEN YEARS, 1909-1918

Year	General Tariff Lbs.	Preferential Tariff Lbs.	Special Tariff Lbs.	Total L bs.	Total Tons.
1909 (12 Mos. March 31st)	51,158,971	392,802,583	37,579,086	481,540,640	214,974
1910 " "	100,633,638	343,932,936	53,221,907	497,788,481	222,227
1911 " "	97,590,946	390,589,876	85,927,342	574,108,164	256,298
1912 " "	148,804,549	376,831,681	60,165,262	585,801,492	261,518
1913 " "	304,888,835	295,960,259	39,348,852	640,197,946	285,803
1914 " "	412,324,956	255,684,002	35,948,190	703,957,148	314,266
1915 " "	285,970,186	373,431,958	18,086,716	677,488,860	302,450
1916 " "	286,320,243	312,630,427	.....	598,950,670	267,389
1917 " "	284,518,588	449,747,616	.....	734,266,204	327,797
1918 " "	450,286,256	317,584,428	.....	767,870,684	342,800

Year	Above 16 D.S. and all refined Lbs.	Not above 16 D.S. Lbs	Total Lbs.	Total Tons.
1909 (12 Mos. March 31st)	28,115,512	453,425,128	481,540,640	214,974
1910 " "	35,484,778	462,303,703	497,788,481	222,227
1911 " "	31,043,174	543,064,990	574,108,164	256,298
1912 " "	23,996,992	562,804,500	585,801,492	261,518
1913 " "	19,996,511	620,201,435	640,197,946	285,803
1914 " "	9,620,648	694,336,500	703,957,148	314,266
1915 " "	5,849,023	671,639,837	677,488,860	302,450
1916 " "	2,084,685	596,865,985	598,950,670	267,389
1917 " "	2,721,957	731,544,247	734,266,204	327,797
1918 " "	2,257,316	765,613,368	767,870,684	342,800

DOMINION OF CANADA.

Sugar Entered For Home Consumption. Fiscal Year Ended March 31st, 1918.

GRAND TOTALS

	General Tariff. Lbs.		Preferential Tariff. Lbs.		Total. Lbs.	Total. Tons.
Above 16 D.S. and all refined	1,826,002	815	431,314	193	2,257,316	1,008
Not above 16 D.S.	448,460,254	200,206	317,153,114	141,586	765,613,368	341,792
	450,460,256	201,021	317,584,428	141,779	767,870,684	342,800

Getting the Trade That Passed the Door

He was a clerk in a big store, and he saw good trade that passed the door. He figured that there was business enough there for another store, and he knew he need not fear the big store's competition. He built a business on the trade that was left over, and this is how he did it.

By Edward Dreier

WHEN he told them that he was going to open his store right next to their large establishment they laughed at him. "Why, man, you're crazy," they told him, "you'll never make a success. Do you think that people are going into a little store when they can come to our fine big department? You won't be able to last six months. Why not save your money now and start in the other end of the town where you'll have some chance?"

And the little man smiled. "Don't you lose any sleep over my failure. I'll take a chance and I'll get business that you never thought of. I'll put in as good a line of groceries as you have in your big department and I'll have just as good a variety. I may not carry everything that you do, but I'll have what my customers want. As I find that I can add other things on which I can make a profit I'll put them in."

He had a plan in his head, worked out from years of study of conditions as a clerk in the grocery department of the big store. This plan he took to a grocery salesman, and it was so good that he got a fair amount of credit so that he could make a start.

Intensive Cultivation of Customers

Right back of the big store for many blocks was a foreign settlement—workers in the mills. A few blocks in another direction was a district of office help, men whose salaries were not very large. And right here in these districts is where the little man began his intensive cultivation for customers. He went right out and personally canvassed the homes. The result was surprising—far beyond anything he had expected. He invited the women to come to his store and personally pick out the things they wanted. He asked them to carry home their own parcels and save a certain discount which he would allow them. He wanted to get out of delivering to people so close to his store. This discount appealed to the people and his business grew.

He never let a customer enter or leave the store without a greeting or a "good-bye," "come again." He made his store an intimate sort of a place where every purchase was appreciated.

His business grew to such a volume that he decided he would have to move into larger quarters, but his friend the grocery salesman advised against it.

"Don't you do it," said he. "You've got your business established here and the folks like the way you treat them. If you move it will mean a re-education of your customers. The nearest store that you can get is several blocks away from here and you'll find that many people won't follow you. I'll tell you what to do. You've got a big wareroom out back of the store and you've got a basement. Get your proprietors to fix up the basement and put some light into it. Use that for your wareroom. Turn the back room into a shipping department and use the front part of the store for a show room only. That will enable you to get rid of some of the cases, and you can put in chairs and tables where your people can give their orders."

So the changes were made after talking with many of his customers, and the business was carried on in a more efficient way.

The manager of the big store dropped in one day and made the little man an offer to come back and become manager of his grocery department. "I don't know how you've done it, but you seem to be doing a wonderful business. What gets me is the fact that our business is just about the same as it was before you started."

And the little man told him. "I feel so sure of my customers that I am going to tell you how I got the business. I picked my clients from right under your nose. When I was a clerk in your department I often wondered why you didn't get the trade of these thousands of working people right around you. You seemed to feel that distant pastures were the best ones and you went after that trade. I went around to these workmen's homes and found that they were over-awed by the big show you made in your grocery department. They didn't think that they could get the common things that they wanted. So they bought their groceries farther down town and either carried them home or had them delivered. That gave me my idea for opening this store. I felt that I could develop this business right around here, and you see the result.

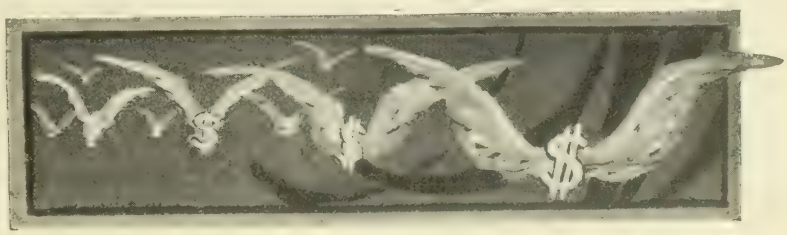
Encouraging Customers

"I offer them a discount if they come to the store and carry home their purchases. That cuts down my running expenses. I keep a motorcycle outfit for any deliveries I have to make and one of my shippers looks after it. I find the up-keep very low and I can make my deliveries quickly and efficiently. I give my customers the best personal service that I know how and they not only buy all their things from me, but they are getting their friends to come to me. When they want something I haven't got I send over to your store for it until such time that I find sufficient demand to warrant me stocking it. In that way I keep them from going to other stores. As you will see, my store is neat and clean. It is arranged so that everything is tastefully displayed. A customer can see everything that we have to offer—and yet there is no overpowering show about it.

"You come in here some day and give an order to one of my clerks. You will find that every one of them has an interest in the work. They know what they are talking about and they are real human beings—not mere order-takers. I find that some women like to buy from men while others would rather buy from a girl. So I split my force fifty-fifty. That is service again. You see, I have no hesitation in telling you these things because I know that so long as I give my people the service they are now getting they will stick to me. It is good of you to offer me that manager's position, but I'm enjoying this work too much to give it up."

OPENING WHOLESALE BUSINESS

It was stated in our issue of January 31 that Guise & Smith Ltd., Regina, Sask., had opened a manufacturers' agency and brokerage business there. It should have been stated that they were opening a "Wholesale" business, handling biscuits, confectionery, cigars, tobacco and soft drinks.



Dealers Select Brands of Shortening and Margarine

Given the single item of quality, the dealer can sell anything he sets his heart on selling. All dealers use this power, many without realizing it. Herewith is given the evidence in the case, as it was presented by some Hamilton, Ontario, merchants in the sales of Margarine and Shortening.

"THE dealer can sell any mortal thing in the world if it has the quality, so that he can honestly recommend it."

This is the opinion of A. G. Bain, of A. G. Bain & Co., Hamilton, Ont.

For instance, Mr. Bain was asked what brands of shortening he handled. He mentioned two brands.

"Why don't you handle all the brands?" he was asked.

"There are too many of them," he stated, "so we try to pick the lines that appear to us to be the best and then sell them with our personal guarantee."

"How did you come to choose these two?"

Mr. Bain said it was because he considered them the best, from the information he had at the time.

"What would you do in the case of a customer asking for another brand than the two you carry?"

"I would, of course, attempt to sell her one of the brands we carried, pointing out that we considered these at least the equal to anything on the market, and that we would stand sponsor for their quality."

"Would you succeed in making the sale?"

"Yes, in practically every instance the customer is willing to take the word of the merchant who has sold her for any length of time."

"And if she asked for shortening without a name, would you give her the choice of the two lines?"

"No. We would give her —— brand."

"If a new brand were to come on the market and were extensively advertised to the public, and there was a demand created for it, would you stock this brand?"

"We would investigate it, first as to quality, and then as to price, knowing that many lines for which demand has been created do not last very long. If we found it satisfactory we would likely put in a small quantity."

This cannot be considered as a reflection on the importance of judicious consumer advertising, but it does show that the dealer is of first importance in the matter of getting distribution. Consumer advertising undoubtedly is of great assistance.

"And having stocked this line, if a customer came in and asked for shortening without mentioning a name, would you give her this new brand?" Mr Bain was asked.

"No. I would give her the brand I have referred to, because I am more confident as to its qualities."

Here Again the Dealer Chooses

Mr. Hobson, of Peebles-Hobson, Hamilton, stated that when margarine was first introduced, they went into the matter as thoroughly as they could, and picked the brand they believed to be the best. They thought later the quality had fallen off, and so discarded this brand, and adopted another.

"You stock only the one brand?" Mr. Hobson was asked.

"Yes, margarine has to be moved fairly fast to keep it in the best condition, and to stock more brands would hurt the sale. Stocking too many brands of one line ties up too much capital and does not permit a retailer getting as good an assortment of various lines as he might have."

"Supposing a customer came in and stated that she could buy —— brand margarine at two cents less a pound. what would you do?"

"We would tell her that there was probably a good reason for the difference in price. That we handled one brand because we believed it to be the best, and we were confident that she would agree with us if she gave it a trial."

"Have you found that this policy of handling only a limited number of lines cost you many sales?

"No. Our customers are inclined to take our word for it, and accept the line we carry without demur."

Don't Ask For Shortening by Name

About a block away from the Peebles-Hobson store is the store of John O. Carpenter.

"Do customers generally ask for shortening by a brand name?" Mr. Carpenter was asked.

"Very rarely," he stated. "They merely ask for good shortening."

"How many brands of margarine do you carry?"

"We handle two, but carry one brand in very small quantities. If they ask for this brand, of course, we give it to them, but if they ask for margarine only, or for any brand that we do not carry, we endeavor to sell them —— brand. We would assure them that we believed it to be the best brand, that we had stocked others, but found it impossible to keep a stock of half a dozen lines—on account of tieing up so much capital—and keep them in good condition, so that we had picked out the line that we believed to be best and had specialized on it. We may lose a few sales, of course, because we do not give the customer exactly what she asks for, but we lose very few; they are mostly very well satisfied to take our word for the quality of the goods."

Many Merchants, Many Minds

It is interesting to note that these three stores are within a radius of perhaps four blocks of one another. They all serve people from the same sections of Hamilton, and might be expected to be influenced by the same demand. Yet, strange to state, they are all selling a margarine that has, until recently, at least, not been mentioned in any daily paper in Canada, against brands that have been extensively advertised to the consumer.

More interesting still is the fact that they are each selling—actually selling—a different brand of shortening. They may be handling other lines, but the line they are pushing, under their own guarantee, differs in each instance.

Lest these conditions should appear to obtain in only one section of the city, consider the case of W. N. S. Hunter, who has a thoroughly modern store on Maple avenue in the far west end of Hamilton.

When margarine first appeared on the market, Mr. Hunter carried three brands. One of these especially he used to sell in large quantities, but of late, he had been selling a far larger quantity of another brand.

"What caused you to discontinue your selling efforts on the first favorite," he was asked. "Is it a matter of quality?"

"No, I don't think it is. I don't really remember."

Turning to his clerk, Mr. Hunter asked how it was they had come to feature this other brand.

"Why, don't you remember," the clerk replied, "you had a good price offered you on five cases of —— brand, which we had found satisfactory, and we have been pushing it ever since?"

Choosing a Leader in Shortening

"Do you feature any particular line

Continued on page 33

Wholesale Grocers May Move

Front Street in Toronto, For Long Time the Headquarters of the Wholesale Trade, May Be Deserted—Proposition to Move Farther North For More Elbow Room

TORONTO, Feb. 13.—(Special)—A number of wholesale grocers in Toronto are considering moving from their warehouses on Front street and locating at the old Hillcrest race track, near Dupont street. Negotiations have been proceeding for the past two or three weeks between the wholesalers and Sutton & Co., real estate agents, and while nothing definite has been decided upon, the matter has certainly not been dropped. The railways have agreed to co-operate in the matter and the deal may go through, providing at least 12 wholesale grocers agree to the change in location. The more optimistic among them report that 6 or 7 have already signified their approval of the change.

One of the chief reasons advanced for the proposed change is the poor facilities of some of the wholesalers for taking goods in and shipping them out again. Many firms have to take goods into warehouse across the sidewalk on Front street. They would, too, have much more room farther north, the idea being that two-storey buildings would be erected, and that each wholesaler would have an acre of ground and good trackage facilities. There are about 32 acres of land in the race track property which could be divided.

Another reason suggested for the change was the uphill draw from the tracks to the wholesale houses. Wholesalers, however, point out that this is not a serious matter, as most of the freight comes in from the Simcoe street yards.

One of the drawbacks in connection with the change is the distance from the depot for less than carload lots of incoming and outgoing freight. The railways, however, maintain that this could be overcome by an adequate motor truck service. Both the C.P.R. and C.N.R. could give track facilities at the Hillcrest track, and the Grand Trunk would, no doubt, be able to secure trackage rights.

While an agreement has been drawn up temporarily, nothing at all definite has been decided upon, and it is not likely anything will be done until at least 12 of the wholesale grocers agree to the change. Whether that number can be induced to go into the agreement is a question.

OTTAWA RETAIL MERCHANTS' ASSOCIATION ANNUAL MEETING

At the annual meeting of the Ottawa Retail Merchants' Association, held on February 10, the members made a good start in the year's work.

The following resolutions, covering a number of very important subjects, were passed with much enthusiasm:

"Re Early Closing.—That it is the opinion of this meeting that amendment should be made to the Early Closing Act in the Province of Ontario, asking that the hour of seven o'clock be changed to the hour of six o'clock.

"Re Exhibition Association.—That it be a recommendation from this meeting that all retail merchants who are not members of the Central Canada Exhibition Association should unite with the same so as to give it every assistance possible.

"Re Meeting of the Dominion Board.—That whereas we have learned that the members of the Dominion Board of our association intend holding their next convention in our city on March 17, that the executive of this branch be requested to act with a special committee, whom they will appoint, to see that the members of the Dominion Board are properly entertained while they are in the city.

"Re Civil Service Co-operative Buying.—That it is the opinion of this meeting that it is unfair to the retail merchants of the city of Ottawa who pay taxes and who carry stocks for the convenience of the public, that wholesale houses and manufacturers should supply civil servants, or any other class of persons, with goods of any sort and expect that the retail trade would patronize them, and that a copy of this resolution be called to the attention of the wholesalers and manufacturers through the Dominion Board of our association."

In addition to these resolutions, the members endorsed the decision of the boot and shoe section, who have just decided to have a Saturday half holiday for the summer.

E. R. Fisher, men's wear, Sparks Street, was unanimously chosen as the president; R. C. Cummings, grocer, first vice-president; B. G. Crabtree, second vice-president; A. P. Johnson, grocer, treasurer, and A. E. Kelly, grocer, secretary.

During the evening, Henry Watters presented the association with its charter.

A GROCER'S WILL

R. A. Dutton, grocer, Roncesvalles Ave., Toronto, who died in January, left an estate valued at $18,829. This included personal effects to the value of $100; furniture, $600; fixtures of store, $3,800; a horse, $200; Canada Life insurance, $4.000; cash in bank, $2.129; No. 275 Roncesvalles avenue, $8,000. By a will made on October 1, 1918, he left his widow a life interest in the premises at 275 Roncesvalles avenue and the income from $4,000; to his son, who bears his father's name, he left stock-in-trade of the grocery store; the son is also to be able to rent the store at $75 a month as long as he wishes, and to have the option of buying it at a price of $8.000 when his mother dies. There are three daughters, who with their brother receive an equal share of the residue of the estate. The wife and son are appointed executors.

New Goods Department

POWDERED EGG

Bowes Powdered Egg is a new product being placed on the market by Bowes Co., Toronto. The company points out that this powdered egg is made from table grade hens' eggs and may be used

for anything in which eggs are required in cooking, etc. It is made from the whole egg. It is being marketed in tins as shown by the accompanying illustration.

MERCHANTS MUST FACE PROBLEMS OF COMMERCIAL RE CONSTRUCTION

Necessity of a Full Understanding of These Problems Presented by Maritime Wholesaler

The attitude of a merchant towards commercial reconstruction was expressed by A. H. Wetmore of Puddington, Wetmore and Morison, Ltd., in a thoughtful address before the St. John Board of Trade this week. Mr. Wetmore pointed out what a return to normal conditions after four years of warfare was possible only through co-operation, faith, confidence and activity. The merchant must have confidence in himself, his business, his community and his country. He must be active and aggressive and ready to use every effort not only to secure the restoration of pre-war conditions in his business but to reach out towards greater development. This could not be accomplished single-handed nor by attention to his own business alone. Co-operation which made it possible to win the war is required of all members of the community during the reconstruction period and in this the merchant is the natural leader in his community.

Britain Good Market for Our Jams, Etc.

Market There Quite Bare of Many Essential Foods, States Capt. Nobbs, of Holbrooks, Limited—Tells of Troubles of British Grocery Trade During the War—A Warning in Regard to Class of Immigrants to Secure

"THE demand for anything in the nature of jam in the Old Country to-day is enormous," stated Captain H. Gilbert Nobbs, of Holbrooks, Limited, to CANADIAN GROCER this week. "Why, we would think we had come into some money if we found a pot of jam in front of our plate on the table," he added.

Captain Nobbs, as the trade already knows, "did his bit," and more than his bit in the Great War. He was wounded and blinded in one of the fiercest battles of the war, and was a prisoner in Germany for a long time. In spite of the hardships he has been through, he was found to be most cheerful by a CANADIAN GROCER representative, and talked interestingly about conditions in the Old Country in the grocery trade. Captain Nobbs is Foreign and Colonial Director of Holbrooks, Limited, who have a factory in Toronto. He is on an extensive tour through Canada, United States, Honolulu and Australia, and will return to England again by way of Canada. He is in America to study trade conditions in general and as they affect the company he represents.

The war has shorn Great Britain to a large extent of many of its former everyday staple foodstuffs. Jam, above referred to, is one.

"How about confectionery?" he was asked.

Confectionery Very Scarce

"Why, if one went into a store in England and asked for a pound box of chocolates, he would be greeted by a shake of the head. He would have to content himself with a very small portion of confectionery."

This explains the present strong demand from Great Britain for Canadian jams, confectionery, etc.

"I have no doubt," he said, "the reason for the slack trade in Canadian bacon with Great Britain at the present time is on account of the high price and the poor quality of bacon and ham we have been getting in England of late. The Englishman always has demanded the very best in foodstuffs. Up to a few months ago we were getting splendid ham and bacon, so delicious that we were eating it two and three times a day. Lately, however, the quality has dropped off to such an extent that it has practically killed the demand for ham and bacon. Of course the high price has a great deal to do with the consumption. As the price declines the consumption naturally increases." When speaking of quality he did not refer to Canadian ham and bacon, but to other imported lines.

War Helped British Grocers

Asked about conditions in the grocery trade in the Old Country, Captain Nobbs replied: "During the four years of war the grocers have had an opportunity to get on their feet. Chain store competition has always been very strong in Britain. During the war the Government was spending millions of pounds per day, which of course created artificial conditions, but everybody had plenty of money to spend, and the retail grocer has been able to recover from the strong pre-war competition of the chain store.

CAPT. H. GILBERT NOBBS.

Director of Holbrook's, Limited, who is in Canada on a business trip. Above cut is from an old photograph.

"The trade has had a terrible time meeting the various restrictions—troubles in getting deliveries, distribution difficulties, and the coupon system that was used for the essential foods, etc. Before the coupon system was introduced conditions were even worse. If a grocer was heard to have got in a small shipment of sugar or margarine for instance there would be a queue half a mile long for several hours, with people endeavoring to get a small quantity.

"These restrictions are, however, being gradually loosened. Now, a half pound of sugar is allowed per week per person, and I understand that with March, three-quarters of a pound will be allowed. The meat ration is now one-half pound per week per person, including offal."

Speaking of his company's products, Captain Nobbs pointed out that most of them had of course been on the embargo list except Worcestershire sauce and vinegar. This led to Holbrooks, Limited, manufacturing their products more extensively in Canada, and they have been very much pleased with the success that has followed this procedure.

Enormous savings have been made on account of freight rates, high duties, cost of cases, etc. He referred particularly to a line like custard powder, the ingredients of which are mostly produced in Canada anyway and had to be sent to the Old Country. He considers these conditions will last for some time. They do not, of course, apply to all raw materials for every line of British-made foodstuffs.

Immigration Should Be Watched

Captain Nobbs is quite familiar with Canada. He has lived here a number of years and knows a good deal about the country. He expressed himself as being very confident that Canada had a tremendous future. While the war has left with us a big burden to carry, yet Canada is going to be one of the great countries of the future, because of the vast tracts of land available. The Old World has during the past four years been living on its capital. Six or seven million men drawn into the army have not been producers for that length of time. The capital has been blown into the air or sunk beneath the sea. The only way, Captain Nobbs states, of replacing this capital is from the land, and there is no place better suited than Canada for this purpose.

He maintains, however, we must be careful with regard to our immigration problem. In a few years' time, Canada could be flooded with immigrants from every country in Europe, which would practically change its nationality entirely. He favors immigration being restricted on this account. In the armies of Great Britain, now disbanding, there are large numbers of men of the very finest type, healthy and strong from their outdoor war training, who have capital in the form of Government pay coming to them, war bonuses, etc. This he thinks, is the very type of immigrant wanted.

"But," he added, "Canada has got to get them at the right time. We must not wait until they have been discharged and have spent all their money. The time to interest them is prior to their discharge, before they leave the army."

He did not think there would be many come from France, as France is in great need of all her male population.

Captain Nobbs will be in Toronto about a fortnight before he leaves on his trip via Chicago, San Francisco and Honolulu for Australia.

Confectionery, Candy and Biscuit Men Organize

Association Formed at Big Montreal Meeting—A. D. Ganong, of St. Stephen, N.B., President—Active Publicity Campaign Promoted—Important Addresses Delivered

REPRESENTATIVES of the chocolate, biscuit and confectionery industry in Canada convened in Montreal last week. It was the first meeting of its kind, and while other problems were taken up, the primary object and business of the convention was that of organizing with a view to tackling big problems and creating greater business. The meetings were held at the Ritz-Carlton Hotel, and after due discussion of the matter the name chosen was that of "The Chocolate, Biscuit and Confectionery Industries of Canada." But having laid plans some time ago to work out a number of details, an executive committee had collected and arranged these, and they were therefore ready with many suggestions for immediate adoption by the convention.

The Officers

A. D. Ganong, of Ganong Bros., candy manufacturers, St. Stephen, N.B., was the choice of the nominating committee as president; and others nominated and elected were, 1st vice-president, Robert Christie, Toronto; 2nd vice-president, Dodley Dingle, Winnipeg; treasurer, Colin Currie, London; executive committee, Arthur Nelson, Vancouver; Wm. Robertson, Toronto; H. N. Cowan, Toronto; F. McCormack, London; Edmund Littler, Montreal; John Farquharson, Montreal; T. Deguise, Montreal; James Moir, Halifax; W. W. Shaw, Moose Jaw.

Important Addresses

Constitution and by-laws were brought in and adopted, and the delegates were addressed after the first day's luncheon by Mr. Belcher, general manager of the Walter M. Lowney Co., of Boston. In his address, Mr. Belcher pointed out some of the many advantages that accrued to the United States manufacturers of these lines from the closer spirit of exchange and the greater unity of purpose. It had been particularly helpful to have the better understanding while the sugar shortage lasted.

Another address given was that giving a full explanation of the wide publicity campaign that is being conducted with a view to increasing candy sale and consumption. This was spoken on by Mr. McEachern, chairman of the advertising committee, and details of the plan were further dealt with by Mr. Pierce of A. McKim Advertising Agency, Ltd. It is possible that the campaign may be continued for a period of six, instead of two months.

Food Controller Speaks

Henry B. Thomson, Canada's Food Controller was present in the evening and delivered an important address that was evidently appreciated. Indeed this was manifest in an appropriate manner, for a very beautifully inscribed scroll was presented to him, attesting the good will of the manufacturers represented, and expressing real appreciation for the work done during the trying times of 1918 in particular.

Mr. Thomson stated that the men represented in this convention had done their share in the work of conservation when their assistance was most needed. Serious times had been encountered, and if there was dissatisfaction at times, the citizens of the country would have been made the more nervous and the outlook would have been much less encouraging to all had they been told of the actual facts confronting the country in the matter of foods.

"But now that the war is over, every country in the world will want to export. They want the other fellow's money. With plenty of exports it can be obtained, and I believe that with an association such as this you can find it easier to work up an export trade."

Other addresses were delivered by Messrs. Todd and Bodley, also from the Food Controller's Department at Ottawa.

The meeting concluded with a musical programme and there is a probability of the next meeting being held at Montreal.

MERCHANTS MUST FACE PROBLEMS

(Continued from page 27)

Merchants Must Consider Housing Problem

Housing and city planning problems are part of the merchant's business as they affect the condition of those upon whom he must depend for his business, Transportation is an integral part of his business system and the commercial interests should co-operate with the railway and steamer lines by handling their goods more promptly and using the full capacity of cars in order to relieve congestion.

Must Foster Production

In his own interests the merchant should encourage the production, manufacture and sale of domestic goods in order to aid in upbuilding the country, encourage industries and provide employment.

Mr. Wetmore advocated Government assistance for the merchants in simplifying business methods in the customs houses and in the registry department of the post office, where much valuable time is lost. He urged standardization of weights, measures and. containers

The necessity for prompt release of soldiers for whom jobs are waiting and who are needed in the stores, offices and shops from which they went was touched upon, with the suggestion that this afforded the military authorities an opportunity to co-operate with the business interests of the country.

In view of the uncertainty of the future, of the possibility of a slump in prices which would have serious results in the business of the merchants, Mr. Wetmore advised reasonable caution and husbanding of resources against the possible emergency which might arise.

Toronto Bakers Engage in Hostilities; Long-Drawn Out War? Many Casualties

LAST Friday's papers launched the first bomb in the bread war in Toronto, now engaging the interest, not only of the local consumer but gaining almost nation-wide attention. Surmises are many as to who touched the fuse, but that is of comparatively little interest to the householder; the question now is—how low will prices go, and for how long will the hostilities continue?

In speaking to the president of one of the large bread companies to-day, CANADIAN GROCER was informed that in his opinion this bread war may be continued for some time. That there will be casualties there is no doubt. Some of the smaller bakeries have already closed up rather than try to compete and that others may be forced to do so is probable if an armistice is not concluded at an early date.

All the bakeries admit that they are losing money, and evidently lots of it—if bread reaches 5c per loaf, and this figure is hinted at as a possible one—the losses will be that much greater. Figures compiled by the Cost of Living Commissioner last November showed an average delivered cost in Toronto of 10.146c per loaf of 1½ lbs. It is not difficult to determine then that the present selling basis of 13 to 14 tickets for $1 is well below this figure, and the lower it goes the greater the losses.

Flour is higher to-day than when these figures of cost were determined, and there has been no curtailment of labor wages, so it can be seen there is no actual justification for the present declines. It is war, plain and simple, and a league of bakers will have to be formed before peace proceedings can be inaugurated. In the meantime the consumer reaps the benefit.

Charging Freight—Part Cost of Goods

Some Persistent Misunderstandings—How Many Merchants Are Unfair to Themselves By Trying to Give Unwarranted Service—The Unreasonable Fear of the Big Fellow

By HENRY JOHNSON, Jr.

A LARGE merchant, busy with his inventory, wires me this inquiry: "In figuring my grocery inventory prices should freight be added to inventory or not? Freight already being charged to grocery department expense. Wire answer our expense."

I answered: "Freight is not expense but part of merchandise cost. If you have included it in expense you cannot now add it to merchandise value unless you deduct corresponding amount from expense. You should add it to cost hereafter, not to expense."

And that is about all there is to it, except that I cannot think why, with all our scientific study of the proper segregation and division of charges in business and the study we make of these problems in these columns continually, merchants persist in running this plain charge against cost in expense.

Avoid Expense Charge Wherever Possible

The best practice in any business is to avoid indefinite charges in all cases where definite charges can be ascertained and allocated, as our British brothers say. This because expense is at best an approximate, indefinite burden which is spread around on our merchandise by close approximation. But a definite, distinct charge against a given piece of merchandise has no such disadvantage. It can be charged directly to the items affected. It belongs precisely to those items. It is best absorbed by and disposed of by so charging.

Let us take a packing box, for example. Say it costs us 75c and that it contains 150 packages of dates. Let us say that the dates are billed to us at 40c a package and the 75c added as a packing charge at the bottom of the bill. Is it not the most obvious thing that the 75c is ½c a package on those dates? Is it not plain that our cost, at point of origin, is actually 40½c instead of 40c? Certainly, that is the way we shall regard it and figure it. But why? Because that is a plain, direct charge against that lot of dates. To so charge it not only disposes of it without further figuring or taking into account, but also most directly provides for getting it back again, with certainty, in addition to our desired blanket gross margin.

Why Make Two Jobs of One?

Suppose, now, that the freight on that box of dates is $1.00. Why not handle that the same way? Plainly, that dollar divides up into 2/3c a package on the dates. Then there is cartage from the station. We may do it ourselves, or we may have it done for us, but in any event the work costs and must be paid for. The obvious way is to figure it on a scale commensurate with its fair, going value which, let us say, is 25c.

Now, what have we altogether? We have invoice cost of 40c, ½c for boxing, 2/3c for freight and 1/6 cent for drayage. The total is 41 1/3c per package. To that it is proper to add something for wastage, shrinkage and other depreciating, so let us enter in our cost book a figure of 41½c for those packages of dates. Then the freight bill goes into the register to be figured among the petty expenditures for merchandise, and is done with at once without further handling. Best of all, we are absolutely certain that our 41½c includes every factor of cost against those dates.

Details Desirable and Instructive

Of course, there is no reason why a merchant should not keep a freight account also if he so desires. It is valuable to know all you can about your business. The only point is that, if you do so segregate freight into a separate account, let the process I have indicated be followed out just the same. Then when inventory time comes, simply close the freight into the merchandise account before you close your books and wipe out accounts into loss and gain.

When it comes to placing values on the inventory we have another problem. We have based all figures on actual cost, but now we shall revert to the practice of putting replacement figures on our goods when we inventory. When the inventory time comes, for example, those dates may be replaceable at 25c the package. In that case, then, whatever we have left of them must go in at 25c.

What I have tried to make clear is that in no legitimate way can transportation, packing expense, drayage or other clearly ascertainable direct charges against merchandise find their way into the expense account. If I have not succeeded, please ask again. This is something so elementary that it should be disposed of definitely.

Spoiling Customers

A time ago I was waiting to see a grocer. He was a busy, bright young man whom I had known for years as one who gave a thought to his business, so this incident arrested my attention:

A little lady tendered a check to be cashed. The grocer did not have enough currency handy. The lady said that ten dollars would be all she would need right then, and she told the grocer just to give her the ten and keep the check until later in the day when she would come in and get the remainder. The grocer gave her the ten dollars, but also handed her back the check, saying he would make a memo of the money. Then his clerk figured up what the lady had bought and presented the ten dollar bill to pay for the goods. The grocer could not break the ten, so he charged the merchandise. So when the lady left the store, the grocer had charged to her $11.63, being ten in cash and $1.63 in merchandise, and he was without the security he had been tendered and which he might just as well have kept. In other words, he had sidestepped a sure thing and assumed a risk voluntarily—a risk he was not called upon to assume and which, in all probability, the lady will not thank him for.

I know just how it was done—so do you. I have done it many times myself—and so have you. But many years ago I awakened to the fact that I owed a lot to myself. I realized, too, that I could trust myself to be square with every customer, but I could not be so certain of the customer. From that time onward I gave myself the benefit of all doubts, and from then on I prospered perceptibly in my business. That young grocer should have kept the check. Not only would it have safeguarded him, but it would have continued a good habit on the part of the customer. She never would have looked for other treatment. As things stand now, she is in a good way to be spoiled. She is ready to get the idea that she can ask for money from her grocer whenever she wants it—that he is rich anyway—that it is just as safe in her keeping as in his cash drawer—that she "pays him a lot of money which he might just as well earn by a little extra courtesy"—and all that sort of thing.

Verily, many good customers are spoiled by foolish, uncalled-for over-indulgence!

Dodging the Shadow of the "Big Fellow"

Many grocers, especially in the outskirts of big cities, fail to get proper margins because of their fear that the big stores down-town sell so cheaply that they cannot get full prices. The funny thing is that such grocers are content to imagine a condition which a little real investigation would show them does not exist. For instance:

I found a grocer recently selling oranges as follows: 126s, 70c; 150s, 60c; 200s, 50c. He complained about the figures made by the big stores—that those stores bought lower than he did and could undersell him, &c., &c.—the same old familiar tale.

So I looked up the said "big fellow" and found him, on the same day, selling as follows: 126s, 80c; 150s, 70c; 176s,

Continued on page 33

THE CLERKS' DEPARTMENT

THE CLERK WHO SOLD WASH CLOTHS AND WHY

To the clerk who sells with brains it is not necessary to state that to get the customer to look at the goods is one of the surest ways of encouraging sales, and to let them do so under the impression that they have done so of their own volition, is a still further step in advance. N. Mitchell of the Liggett Drug Stores, Philadelphia, tells of an instance of such salesmanship.

This girl worked at the soap counter and she always kept a nice big stack of wash cloths on display at the counter. It was surprising to note how many of the soap customers would look at the display of wash cloths and the sign and say: "I want one of those wash clothes also," or "You might wrap up a quarter's worth of those wash cloths with that soap, if you don't mind." Whenever she came across a soap customer who for any reason whatever did not glance at the stack of wash cloths and the sign, she would make him look, and this is how she did it:

She would stop while wrapping the package containing the soap and reach over and pretend that she was straightening the sign on the wash cloth display. Out of curiosity the customer would look to see what she was doing, and his eyes would fall on a nice stock of wash cloths and a sign reading, "Honey-Comb Wash Cloths, Special 7 for 25c."

This little stunt seldom failed to work, and she made a great many extra sales on account of it.

That was salesmanship, and it could be worked on any line of goods—and there are a thousand modifications of this general idea that could be made to aid sale.

HERE'S A STUNT TO TRY

Take thirty small carrier baskets, line them with white (not manila) paper, Carelessly place in each basket a few bottles of one kind of pickles; in another olives; in another catsup; in another vinegar, etc.,—all the different sizes you've got in stock. Cover the floor of the window with bay leaves. Have a card in each basket, 2 x 3, giving name and price. Let a big card be hung in the centre reading "Nothing in the Window but Appetizers." I tested this out and got splendid results from it. It is a case of getting out of the rut, you see, and thus getting away from the "standing still" habit.

HOW CUSTOMERS ARE LOST

There was a noise on the front verandah, the door opened, a parcel dropped on the floor, the door slammed again and the boy was off to the wagon, but not before the lady of the house got to the door and reminded the boy that there was a side entrance to the house where groceries should be delivered, and that she did not want her clean front porch messed up with his dirty boots, but the only answer she got was an impudent grin.

Immediately this indignant customer called up the store to complain. The phone was answered by the head clerk, who explained that the boss was out, but he would tell him of the occurrence and see that it did not happen again.

But it did happen again, the very next day. This time she did not call up the store, but the next day another delivery boy from another store brought the groceries, but he went to the back door as he was instructed to do by the proprietor of the store.

You may think this customer was a little hasty, and perhaps a little fussy, but this is an important matter with busy housekeepers, and they judge the store by its service, and the delivering of the goods is just as important as the buying and selling.

Look into your delivery system. Does your driver go to the back door? Is he courteous with customers?

And your clerks who would some day be merchants, do you pay strict attention to complaints of customers, and try to remedy the faults or do you just forget about them, as was most likely done in this case and a customer lost?

Remember advertising, prompt and careful deliveries will not get you far if you don't back it up, and this much abused word "service" doesn't mean anything in your store.

VANCOUVER GETS FISHMEN'S CONVENTION

At a special meeting called last week in Montreal by President A. H. Brittain, it was decided to hold the annual convention this year in Vancouver. At this time it was not convenient to name the date and this will be decided later on,

PIONEER MERCHANT PASSES

The death of William Brown, founder of "Browns," Caledonia,Ontario, recently has removed another of the pioneer merchants of Canada. He was born in Paisley, Scotland, in 1835, and, coming to Canada with his parents at an early age, located in Caledonia in 1848. Here he clerked in the store of his brother, George, until, in 1856, he bought out his brother's interest, and established the business which, for 63 years has borne his name, though, during a portion of that time. his brother James was associated with him.

In 1902 Mr. Brown retired from the active management of the store, and went to reside in Toronto, and the business in Caledonia was managed by his eldest son, W. W. Brown.

The late Mr. Brown leaves behind him a record of kindliness, generosity and fair dealing that anyone might envy. While it is some years since he was active in business,there are many in the trade who remember him with affection and esteem. He is survived by his wife and his two sons, W. W. of Caledonia, and A. G. of Toronto University, Toronto.

NEWFOUNDLAND MERCHANT CALLED BY DEATH

John C. Bogg, of Bogg Brothers, general merchants, Curling, Newfoundland, passed away recently following an attack of paralysis, in his 64th year. The late Mr. Bogg was a forceful figure in the community—a Justice of the Peace for the colony, he was noted for the justice of his rulings. He was devoted also to the religious and educational life of the community.

He was an outdoor man, an ardent hunter and fisherman and a man who excelled in these pastimes. His death will be a real loss to the community.

PRESAGES GOOD BUSINESS

During the past month or two CANADIAN GROCER has had a number of enquiries from importers in France desiring to get in touch with manufacturers in position to export to that country. This indicates that good business can be worked up in export to the Old Country of Canadian food products.

COCA-COLA COMPANY TO BUILD CHAIN OF FACTORIES

Resulting from a decision of the Coca-Cola Company to build a chain of factories across Canada, it is announced that this spring the company will erect in Regina, on Cornwall Street, a plant to cost, when completed, $100,000. The property site for the factory was purchased two years ago, The factory itself will be a one story building costing about $30,000 and equipment will be installed costing $70,000. One of the machines will be an automatic bottler which turns out 66 bottles of Coca-Cola a minute.

SHOULD BE 300 RETURNED MEN IN B. C. GROCERY TRADE

Speaking at New Westminster, B.C., T. F. McDowell, president of the B.C. Retail Merchants' Association, made the statement that 300 returned soldiers could be employed in the grocery business alone in the province if foreigners were not in competition with them.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Telephone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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THREE BIG FACTORS

ONE of the most important things in connection with any store to-day is the sales force. The sales force includes more than your clerks and salespeople. Your show windows and your advertisements, if properly handled, can do just as much for you in quickening turnover, more in many cases, than your sales staff can. Every good window display will produce direct results and the same can be said of forceful and timely advertising. An advertisement does not need to occupy a whole page of space to deliver its message. The combined efforts of a well-trained sales force, a well-dressed window and a well-worded advertisement makes a combination that cannot fail to increase business.

ABOUT MAPLE SUGAR

THE long list of cases where merchants are being prosecuted for sale of goods branded as Maple Sugar that do not come up to the Government requirements continue. Not a day passes without the record of a number of such cases.

The recent bulletin on maple sugar issued by the Department of Trade and Commerce points to the examination of 137 samples of maple sugar gathered in different parts of Canada. Of this number 69 samples were found to be absolutely pure, 6 met the necessary legal requirements, and 62 were adulterated, and rendered the vendor liable to prosecution.

With almost half the percentage of maple sugar offered for sale being adulterated, it surely must occur to the merchant handling it that it is folly to have anything to do with this product, unless he obtains a warranty with it to render himself free from the danger of prosecution.

WHAT THE MERCHANT SHOULD KNOW

THERE are many things about his business that a merchant should know, not necessarily that he may brag about them to his customers, but as a plain measure of business life insurance. The merchant that goes it blind in these days is a risk that no insurance company would take; he is heading for destruction with his eyes shut.

Even with the best possible knowledge of business, there is plenty of uncertainty left to give the spice of excitement to the every-day life of the merchant. Henry M. Lethert, in an article in *System Magazine* for February, gives the following list of items that the merchant's books should show at a glance:—

1. How much cash you have.
2. The amount of your investment in securities and quickly convertible assets.
3. The amount of your investments in merchandise or material inventories.
4. How much you owe to others.
5. How much others owe to you.
6. How much your sales are.
7. How much profit you are earning.
8. How much your expenses are.
9. Of what nature your expenses are.

This is the irreducible minimum that the books must show.

FIGHTING MAIL ORDER HOUSES

FROM the standpoint of the retailer in the small towns one of the healthiest trade signs that has been apparent in many years is the way in which merchants are going after the mail order houses. One of the very best and most effective ways of doing this is to fight the department store with its own weapons, and this is just what the small town merchants have realized. The mail order houses base their entire campaign on advertising. Employed by some of the department stores are some of the brainiest advertising men in the country. They are men who have studied the question of selling by mail from every standpoint and they have centred their efforts in supplanting the personality of the salesman on the ground with a printed salesman in the shape of a cleverly worded advertisement. They have realized that in order to be successful their ads. must not only arouse, but must maintain interest. The same policy is carried out in connection with the "catalogues." Merchants in the small towns are more and more adopting the mail order firms, methods of advertising, and in so doing they are unquestionably taking a wise step. A study of well written, cleverly arranged advertisements is always profitable and there are many points which can be adopted from them.

DEALERS SELECT BRANDS

Continued from page 26

of shortening?" Mr. Hunter was asked.

"Yes," he stated, "you see, we are offering the line which we feature on our circular at a cent a pound less."

"But you are carrying two lines?"

"Yes."

"Well, why do you put special emphasis on one line rather than the other?"

"Because I buy it for something less by buying it in larger quantities, and in that way I can sell it for a fraction less. So, you see, I am building up a sale for this particular line."

"But you could have bought the other line in five case lots and obtained the same favorable price, and had the same opportunity to feature a line of shortening at an attractive figure?"

"Yes, of course I could. But I couldn't have done it with both, because I could not have turned them both over fast enough to maintain the quality. So I had to choose one particular line and devote my attention to that."

Merchants Are Poor Salesmen of Their Own Services

That, then, is the actual attitude of a number of Hamilton merchants to the sale of margarine and shortening. It developed that on interviewing them they did have a very definite campaign of salesmanship for featuring the lines that, for one reason or another, they found most satisfaction in selling.

There is a tendency on the part of some manufacturers to discount the services of the retailer as a selling agent and, in many instances, the retailer has provided him with most of his arguments. He can sell the manufacturer's goods, if they have merit, but he does not always sell the idea of the services he actually renders as a link in the chain of distribution. Hence, some manufacturers are inclined to limit the item of profit for the retailer as far as they can.

As a matter of fact, there are few cases in which the aggressive merchant does not play a very definite part in making the sale.

The account given above is the evidence in the case of one or two products. They were actually sold by the merchant, not by the demand of the customer. The merchant may not always realize that he is actually forcing a sale; it may be almost subconsciously that he hands out one brand of shortening rather than another, but the fact that he does hand out this brand, and that he does so regularly, is a conclusive proof that the merchant is the real selling agency.

He should respect and announce himself as such. When he does this, he will get more consideration from those manufacturers who say: "Oh, the retailer is not a salesman. We must create demand for our products and he will have to handle them. He therefore is not entitled to much of a profit."

CHARGING FREIGHT—PART COST

Continued from page 30

60c; and 200s, 50c. Add the 10c the dozen higher price he was getting on the two top sizes, plus the lower prices he did actually pay for his goods, the "big fellow" was making 28 to 31 2-3 per cent. against the small man's 16 2-3 to 25 per cent. And whose fault was it that the small man thus worked for less margin? His own——absolutely and solely his own. He could have found out the condition had he taken a trip down town and visited the big store, asking a few intelligent questions. Then he could have depended on his own neighborhood location to get him at least as much as the customer would pay after a trip down town.

GREEK OLIVE OIL

Estimates of the olive oil production in Greece for the season just ending place the quantity at 31,702,800 gallons, or approximately 30 per cent. more than the output last year. The yield is made up from the following districts in the amounts given: Ionian islands, 1,675,500 gallons; Crete, 12,495,500 gallons; Mitylene and Sporades islands, 7,833,000 gallons; Epirus, 1,305,500 gallons; Peloponnesus and Pelion, 6,714,800 gallons; mainland of Greece, 1,678,500 gallons. Present prices range from $2.51 to $2.64 a gallon.

A Window Contest for Clerks

CANADIAN GROCER is offering another Window Dressing Contest, open to Grocery Clerks everywhere, and it is hoped that this contest will prove of very unusual interest and will be entered into heartily.

The windows will be judged on the following basis:

THE BASIS OF JUDGMENT

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.
2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of branded lines, the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The Prizes:	**1st** - - - - - - - -	**$10.00**
	2nd - - - - - - - -	**5.00**
	3rd - - - - - - - -	**3.00**

All displays not winning a prize, but suitable for reproduction, will be purchased at $1.00 each.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

James A. Smith, of Smith Brothers, general merchants, Sussex, is dead.

F. T. James, wholesale fish dealer of Toronto, was in Montreal last week.

Verne Redmond, of G. A. Redmond & Son, Halifax, was in Montreal, last week.

J. Alwyn Tait, of St. John, is opening a retail grocery store in Hampton, N.B.

Two hundred and fifty-one retail merchants in St. John are now selling thrift stamps.

J. N. Fallardeau, Quebec representative of Robin Hood Mills, Ltd., was in Montreal last week.

C. P. Rhodes, manager produce department of P. Burns & Co., Calgary, was in Montreal this week.

F. G. O'Grady, general manager of Atlantic Sugar Refining Co., Ltd., was in New York during the week.

Harry O. Budd, of the office staff of the St. Croix Soap Company, St. Stephen, died suddenly recently, aged forty-one years.

A reduction of six cents per eight quart can in the producers' price for milk has led to a reduction by the retailers in St. John to thirteen cents.

E. C. Green, Montreal, vice-president of Carter, Macy & Co., of Canada, Ltd., Montreal, returned to Montreal from a western trip of several weeks.

Henry G. Spearman, employed with A. L. Goodwin, Ltd., St. John, before going overseas, has been married in England to Miss M. Collins of Halesmere, Surrey.

A. A. Pomeroy, of Auld Bros., wholesale grocers and produce merchants, Charlottetown, P.E.I., is in Toronto attending the convention of the Canadian Produce Association.

The staff of T. H. Estabrooks, Ltd., St. John, enjoyed a sleigh drive this week, stopping at the home of one of the officials of the company in the suburbs to spend the remainder of the evening.

Allan A. McIntyre, who is associated with his father, Peter McIntyre, in the retail grocery business in St. John, has left on a six weeks' trip through Canada to the Pacific coast and thence to San Francisco.

The Fredericton branch of the Retail Merchants' Association have elected officers as follows: President, C. H. Burtt; first vice-president, W. A. Searle; second vice-president, H. E. Harrison; secretary, C. W. Hall; treasure. W. R. Fraser.

Among the retail grocers of St. John who recently have joined the ranks of those taking considerable newspaper space for advertising purposes, featuring their price lists, are M. T. Gibbons, Sereisky & Company, Forestell Brothers and M. Aranoff.

Lieutenant J. Frank Ashe, who fought with the 26th battalion in France until invalided home, has purchased the retail grocery business of B. H. Dean, Wall street, St. John. Mr. Dean will continue the meat and provision department.

Senor Jose Machedo, the newly appointed Cuban consul at St. John, is endeavoring to interest Canadians in the opportunities which Cuba offers for the sale of such lines as condensed milk, dairy products, dry fish and potatoes and also the opportunities for the import of Cuban foodstuffs and other products.

C. A. Scott, traveller for the Lake of the Woods Milling Company; Ray E. Scott, representative of Morrison's, Ltd., and John J. Harrison, merchant of Southampton, were injured near Amherst this week when a car they were travelling in skidded on the ice and turned turtle.

W. H. Schwartz & Son, Halifax, N.S., manufacturers of "Peerless" spices, cream tartar, jelly powders, flavoring extracts, cocoa and coffee, are opening up in Western Canada for the first time. They will be represented there by Myers & Co., 412 McIntyre Block, Winnipeg. W. H. Schwartz & Son are a Canadian firm, having been established in this country for over seventy-seven years.

QUEBEC

Robert Christie, of the Christie-Brown Co., Toronto, was in Montreal last week.

C. Ritz, manager of Robin Hood Mills, Montreal, went to Ottawa on Tuesday.

F. McCormack, of the McCormack Biscuit Co., London, Ont., was in Montreal last week.

Harper R. Gray, manager of Gunn, Langlois and Co., Ltd., Montreal, went to Toronto on Monday to attend the Produce Men's convention.

H. R. Cowan, president of the Cowan Co., Toronto, was in Montreal last week. He was accompanied by H. P. Cowan, sales manager.

W. J. Sheely, manufacturer's agent of Montreal, spent the week-end north of St. Gabriel de Brandon, with George Plourd, sales manager for Jos. Dufresne, Joliette.

Henry B. Thomson, a member of the Canadian Trades Export Commission, was in Montreal last week. While here he interviewed several large exporters regarding the outlook for export from Montreal.

A. D. Ganong, of Ganong Bros., St. Stephen, N.B., was in Montreal last week and was chosen president of the newly-formed association of candy, confectionery and biscuit manufacturers.

ONTARIO

L. Summers, London, has sold to J. A. Williams.

S. Bullis, Chatham, has sold to Martin & Gross.

Frank Roberts & Son, Onoway, Alta., have sold to James Gair.

J. H. Connor has opened a new general store at Glen Huron.

R. R. Hutchison, general merchant, Greenway, has sold out.

Thorold Council raised the license fee for transient traders from $50 to $500.

Tieman & Edighoffer, general merchants, Dashwood, have sold to Reid, Edighoffer & Son.

J. W. Hickson, Wheatley, Ont., moved his grocery stock to Mrs. Crowther's building recently.

Clayton Orser, Picton, Ont., has purchased an interest in the Wapoos Canning Company.

Clark Cunningham, Waterford, has put on an up-to-date auto delivery wagon in connection with his grocery business.

O. Brooker, grocer, West Lorne, has purchased the grocery business of J. R. Skinner and will combine the two businesses.

R. J. Hayhoe of R. B. Hayhoe & Co., Toronto, left on Monday, for Washington, where he will spend a few weeks holidaying.

Eugene Moore, fruit broker, Toronto, left on Sunday night for California where he will holiday for the next six or seven weeks.

Will Climie, formerly of the sales staff of the Weyburn Grocery, Weyburn, Sask., has returned to the city, having completed his military duties.

Kelly & Bullock, grocers, Gananoque, have recently purchased the building belonging to Senator Taylor, that they have been occupying for some time.

Louis F. Doepel, of Hanover, has disposed of his grocery store and buildings to Peter Wallner of Hanover and F. X. Grubb of Preston, who get possession March 1st.

Ed. and W. Kirk, of Bracebridge, who conducted a grocery store in North Bay a couple of years ago, have taken over the business of Mr. Thorn Fowler, of Callander.

A stubborn blaze which broke out recently in Gibbons and Company's butcher and grocery store at 829 Yonge street, Toronto, destroyed the entire stock, valued at $2,500.

E. G. Dunsworth, advertising manager for No Vary Products Company, Winnipeg and Minneapolis, well known throughout Western Canada as the editor of Vim, has accepted an important position in the advertising department of the Pillsbury Flour Co.

The sympathy of the trade goes out to Edward Barrett, proprietor of the C. P. R. Grocery, Galt, in the recent death of his wife on February 3rd.

Waddells Limited, jam manufacturers, Brantford, Ont., have appointed The McLay Co., Winnipeg, their representative in Manitoba and Saskatchewan.

The Owen Sound Board of Trade has elected the following officers: Hon. president, J. M. Kilbourn; president, Roland Patterson; vice-president, T. W. Douglas; secretary-treasurer, George Menzies. The newly elected president's address dealt with improvements to the transportation system, inter-switching, good roads and other matters.

The death occurred at Montreal Lake in Northern Saskatchewan, last week of J. J. Christie, factor of the Hudson Bay company at that point. Mr. Christie died of pneumonia following influenza. He had been a servant of the company for 37 years, having entered the employ of the firm at twenty years of age. Mr. Christie was due to retire on pension in the Spring and was planning on spending his declining years on a fruit farm in Florida where his family had recently gone.

ONLY PART OF INTERESTS SOLD

In a recent issue of CANADIAN GROCER, it was reported that the Tealls Stores, Ingersoll, had sold to Miles Young.

This item apparently conveyed to some the impression that the Tealls Stores had disposed of all their interests. The facts are that Mr. Young has purchased only the Thames Street store of the company in Ingersoll. The King Street store, Ingersoll, Ont., is still operated by the company, as well as two stores in Tillsonburg.

APPOINTED TRAFFIC AND SALES MANAGER

G. T. Pettegrew, who was formerly Divisional Freight Agent of the Grand Trunk at Montreal, has been appointed Traffic and Sales Manager of the Canadian Cereal and Flour Mills Company of Stratford.

BELLEVILLE MERCHANTS FAVOR DAYLIGHT SAVING

The Retail Merchants' Association of Belleville at a recent meeting passed a strong resolution favoring the reinacting of daylight saving, urging the City Council to memorialize the Government to that effect. Sunday selling was very freely discussed and strong disapproval of the inaction of the authorities in remedying this condition was expressed As a preliminary move tending to correct this evil a resolution was passed to be sent on to the proper authorities.

NEW WHOLESALE FIRM IN N.S.

The Atlantic Milling Co., Pictou, N.S., is branching into the grocery business in connection with their flour and grain business. Their travellers will start out on the road March 1st. The Atlantic Milling Co. have been in business for 10 years.

MEDLAND BROS EXTEND ACTIVITIES

Wholesale Grocery Firm, J. E. Adams & Co., Lindsay, Bought by Toronto House—Duncan A. Sinclair Appointed Manager

The wholesale grocery firm of J. E. Adams & Co., Lindsay, Ont., has been bought by Medland Bros., Toronto, and same will be operated as a branch of Toronto business. Duncan A. Sinclair has been appointed manager of the Lindsay business and will assume his duties about the first of March.

The retirement of J. E. Adams comes after many years' activity in and about Lindsay and has been found necessary, owing to the strain on his health. The transfer really took place the first of the present year, but Mr. Adams has been in charge up until now and will see the new manager, Mr. Sinclair, installed.

DUNCAN A. SINCLAIR
Appointed Manager, Medland Bros., Lindsay, Ont., Branch.

Duncan A. Sinclair represented Medland Bros. in the City of Toronto for nearly eight years, leaving a few months ago to represent John Sloan & Co. in a similar capacity. His appointment then with Medland Bros., though in a new capacity now, will be more or less familiar. This is the first branch house established by this Toronto firm and it is indicated they expect to be able to increase the service which they have rendered to the surrounding territory. The staff will be maintained intact as regards the office, warehouse and travelling representatives.

VANCOUVER WHOLESALER GOES TO WINNIPEG

W. E. O. Jones, manager of the Vancouver branch of the Western Grocers Ltd., formerly Leeson, Dickie, Gross & Co., was the guest of honor at a luncheon given recently at the Citizens' Club, Vancouver, when on behalf of the wholesale grocery trade he was made the recipient of a handsome leather travelling case, The presentation was made by J. P. D. Malkin, Mr. Jones has been at the coast for ten years and goes to Winnipeg to assume a position in the head office of the company. He was formerly engaged in the grocery trade in New Brunswick.

SILVERWOODS, LIMITED, FOR TORONTO

A. E. Silverwood, president of Silverwoods, Ltd., produce merchants, London, Ont., is in Toronto this week attending the meeting of the Canadian Produce Association. Mr. Silverwood stated to CANADIAN GROCER that arrangements are being made to enter the Toronto field, and details are now being worked out.

NORTH WEST TRAVELLERS CLAIM DAMAGES

W. R. Mulock, K.C., interviewed Crown Prosecutor R. B. Graham this morning, in connection with the loss caused the Travellers' building, Winnipeg, which, it is claimed, was damaged to the extent of $2,000 in Sunday's riots.

Mr. Mulock is acting on behalf of the North West Travellers' Association. Compensation for the damage done to the building is sought from the perpetrators or the city.

Whether or not information will be laid against persons who took part in the riots, when Ert's establishment was wrecked, remains in the hands of the police.

It is believed that proceedings will be instituted against the city on behalf of the Travellers' Association in an effort to recover for damages caused.

NEW BROKERAGE HOUSE

D. F. McLay Opens Up at Winnipeg Under the Style of The McLay Brokerage Co.

D. F. McLay, who has been connected with the wholesale grocery business in Western Canada for the past eighteen years, has opened up as a broker under the style of The McLay Brokerage Co., with offices at 507 Confederation Life Building, Winnipeg. Mr. McLay is one of the best known men in the grocery trade in Western Canada. He started as a boy in the office of A. Macdonald Co., Kenora, Ont., and worked his way up. He was transferred to the Winnipeg office as head shipper, and later sent to Saskatoon as their manager.

After many years' experience in connection with the wholesale grocery end of the business, he resigned to go into the grocery business. He was for a time manager for the D. H. Bain Company at Regina, where he stayed for three years, and later at Edmonton for two years. Afterwards he became connected with the W. H. Escott Company of Winnipeg, and was with them right up to the time of Mr. Escott's death.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

AS far as can be learned there has already been a considerable export business done in canned fruits, and indications are that stocks are within rather narrow compass. Canned vegetables, it is indicated, are slated for overseas also, and some sources predict a bare market in these before another pack is available. There has been some price-cutting indulged in, but this does not appear to be excessive. Stocks now, though considered ample to meet demands, are not thought overly large, and the outlook seems to be for a very good clean-up of existing supplies.

MONTREAL—Declines made during the week are those for rolled oats and oatmeal, self-raising flour, cornmeal, peas and beans, shelled peanuts, maple sugar, maple syrup and glycerine. California celery is down $2 per crate. There is a firming of the market here for dried fruits, this being a reflection of export enquiry. That there will be shipment made of these lines as soon as shipping can be had is, it is indicated, already assured.

Teas are steady and firm, the lifting of restrictions by Holland against import being a firming factor in itself. Lamp chimneys, No. 2, are higher. There is considerable activity in raisins, and canned goods are firm, too.

TORONTO—Lower prices are again noted in respect to beans, and a general reduction of 50c per bushel has been recorded. Lima beans are down another ½c per pound also.

Tapioca has declined 1c per pound in some quarters, but quotations on rice show little variation from recent low levels established.

The stronger feeling in the grain markets on oats early in the week resulted in a stiffening of prices on rolled oats in some quarters. Split peas, however, are down, and lower prices on blue peas are also quoted to the trade this week.

Higher prices on live hogs, though not yet reflected in quotations on fresh cuts of pork, may be expected to bring about a firmer schedule of quotations. Eggs are much easier this week, and butter has weakened somewhat, too, the decline in the latter being from 1c to 2c per pound. Some low prices on fish are being offered, Digbys, bloaters and smelts showing greatest change.

WINNIPEG—There is no prospect, it is thought, of an advance in Japan rice due to the shutting off of exportation. Jobbers state that it is possible there will be no more Japan rice in Canada this year. The market in Siam rice is expected to gradually decline, as it has been weakening since the signing of the armistice. Cheaper grades of rice are advancing.

Syrup is steady and no change of any kind is expected for some time. It is thought that this spring will find a scarcity of maple syrup similar to that of last spring.

Mild coffees are firm and ruling high, very little being offered. Brazil coffees are strong, and no decline is expected. Should the coffee crop exceed present estimates, which are on a basis of 50 per cent. of a normal crop, some feel that prices may be lower later in the season.

QUEBEC MARKETS

MONTREAL, Feb. 12.—A continued desire manifests itself among the trade to buy cautiously. Staple lines are selling right along, but in small volume, repeat orders being numerous. Several declines are announced and some advances, these being detailed in the market summary.

Lamp Glasses Up; Glycerine Down

Montreal.

LAMP CHIMNEYS, GLYCERINE.—There has been an advance in one quarter of 5c per dozen in the price of No. 2 lamp chimneys. These are quoted now at $1.30 and $1.35 per dozen in 3 dozen and 6 dozen cases.

Glycerine is down slightly. One ounce bottles are quoted at 95c, and were $1.10 before, while 2 oz. are down to $1.65 from $1.90.

Enough Sugar Now; Jobbers Buy Less

Montreal.

SUGAR.—Jobbers are very well supplied now with sugar stocks and yet they are not buying excessively. This is probably the result of a feeling that market quotations are higher, and they may decline. Not a single refiner is inclined to this belief, however, and several pointed out that there was no indication at this time of a revised basis. It is true that

delivery has been better of late, but the available shipping, in spite of declared declines in ocean freights, is held on a higher basis than recent reports indicated. There is a much improved condition as regards supplies.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.		9 95
Acadia Sugar Refinery, extra granulated		9 95
St. Lawrence Sugar Refinery		9 95
Canada Sugar Refinery		9 95
Dominion Sugar Co., Ltd., crystal granulated		- 9 95
Icing, barrels	10 15-	10 30
Icing (25-lb. boxes)	10 55-	10 70
Icing (50-lb. boxes)	10 35-	10 50
Do., 1-lb.		- 11 05
Yellow, No. 1	9 75-	9 55
Yellow, No. 2 (Golden)	9 45-	9 55
Yellow, No. 3	9 35-	9 45
Powdered, barrels	10 05-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	18 85-	10 95
Do., 2-lb. pack.	11 95-	12 05
Paris lumps, barrels		- 10 55
Paris lumps (100 lbs.)		- 10 65
Paris lumps (50-lb. boxes)		- 10 75
Paris lumps (25-lb. boxes)		- 10 95
Paris lumps (cartons, 5-lb.)		- 11 70
Do., (cartons, 2-lb.)		- 12 45
Crystal diamonds, barrels		- 10 55
Crystal diamonds (boxes 100 lbs.)		- 10 65
Crystal diamonds (50-lb. boxes)		- 10 75
Crystal diamonds (25-lb. boxes)		- 10 95

Jobber Shipments of Canned Goods

Montreal.

CANNED GOODS.—Even some of the jobbers have been able to secure orders for various supplies of canned goods, and some thousands of cases have already gone forward from them on European account. There is a fair movement here. It transpires also that packers here have been asking for options from the jobbing trade on any surplus of certain canned goods that they might wish to dispose of.

"Clover Leaf," ½-lb. flats		2 45
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	5 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 15
Do., ½s, flat	1 20	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 65	2 75
Pale, ½-lb., doz.		1 37½
Pinks, ½-lb., doz.		1 62½
Cohoes, 1-lb. talls		4 35
Cohoes, 1-lb. flats		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		7 00
Sardines (Amer. Norweg'n style)		14 50
Sardines—Canadian brands (as to quality), case	6 40	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, dz., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)		6 75
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.		4 00
Tomatoes, 1s		0 95
Tomatoes, 2s		1 25
Tomatoes, 3s	1 85	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s		2 35
Do., fancy, 20 oz.		1 57½
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ¼ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls. 50 gals.), gal.		2 50
Olives (in bls, 49 wine gals.), gal.		1 35
Olives, Queen, gal.		1 45

Fifty Cent. Drop in Bean Market

Montreal.

BEANS.—The market is still a declining one and prices are down again fifty cents per bushel all around. Peas also are lower.

Peas—		
Canadian, hand-picked, bush.	5 00	5 40
British Columbia	5 50	6 10
Brown Beans		5 50
Japanese	6 00	6 50
Yellow Eyes	6 50	7 00
Rangoon beans, per bushel	5 50	6 00
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop, per lb.	0 06½	0 07
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Molasses Weaker; May Go Down

Montreal.

MOLASSES, SYRUPS.—There has developed, within the past few days, a slight weakness in the molasses market, and a decline of three or four cents per gallon is hinted at. In the meantime the trade is well supplied and there is some buying, though this is for limited lots.

Cane and corn syrups are also selling only moderately, but the basis is held steady and unchanged.

Corn Syrup—	
Barrels, about 700 lbs.	0 06¾
Half bbls.	0 07
Kegs	0 07¼
2-lb. tins, 2 doz. in case, case	4 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, ½ doz. in case, case	5 85
20-lb. tins, ¼ doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38½-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, ½ doz. in case, case	5 35
20-lb. tins, ¼ doz. in case, case	5 30
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Prices for Island	Prices for Montreal
Puncheons	1 05	1 08
Barrels	1 08	1 11
Half barrels	1 10	1 13

For outside territories prices range about 3c lower.

Rice Uncertain; Selling Light

Montreal.

RICE, TAPIOCA.—Although the market is unsettled, there have been no price changes for rice. Values in the Far East have been firmer and advances have been made from time to time in recent weeks on various grades. Then ocean rates declined. However, importers claim that there has been a scarcity of shipping, and outlook is just a little uncertain now.

Ice Drips—Japan (per 100 lbs.)		11 25
Carolina	12 50	15 00 16 50
Siam, No. 2		9 00 9 75
Siam (fancy)		10 50 11 00
Rangoon "B"		8 70 9 25
Rangoon CC		8 40 8 85
Mandarin		10 00
Pakling		8 60 8 70
Tapioca, per lb. (seed)		0 13 0 14
Tapioca (Pearl)		0 13 0 14
Tapioca (flake)		0 12½

Peanuts Are Down; Imported Walnuts 86c

Montreal.

NUTS.—Shelled walnuts may now be imported, the embargo being again lifted, but at the latest price basis available, it will cost 86c per lb. to import them, duty paid. Supplies on spot here are selling at around 73-75c in some quarters.

Shelled peanuts are somewhat lower in price and as the supply is good there may be a tendency to easier prices on these.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 16	0 16½
Salted Spanish, per lb.	0 23	0 24
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0	85-0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruits Firm; Peaches in Demand

Montreal.

DRIED FRUITS.—Export enquiry has served to make the market a firmer one here, and the same condition seems to obtain in the States. In fact, one large jobber stated that the domestic markets were being depleted in a general way of some grades of prunes. Apricots, peaches and pears are all in demand for export, and as shipping is available there may be a more decided shortage than has existed for some time. Local selling is fair, raisins moving very freely.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy		0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Faced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron		0 46
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster,		

$5.50, 4-crown cluster, $6.50-$6.75; 5 crown, $7.50; 6 crown cluster, $7.00-$8.76.		
Muscatels, loose, 2-crown		0 14
Muscatels, loose, 3-crown, lb.		0 15
Malaga Raisins (5½-lb. bxs), 3 cr.		1 75
Do., 4 cr.		2 00
Do., 5 cr.		2 25
Do., 6 cr.		2 75
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.		0 10¾
Valencias, selected		0 11½
Valencias, 4-crown layers		0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose		0 28
Cartons		0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.		0 13
Prunes—		
Santa Clara	0 80-0 90	0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	
100-120s		0 10½
Oregon, 30-40s		0 15½
50-60s		0 18½
60-70s		0 17½
70-80s		0 16½

Spices Are Quiet But Very Firm

Montreal.

SPICES.—The undertone of spices is a decidedly firm one, even though selling is reported light. The importing price on most lines is very high, and local importers feel that the basis existing at present is lower than primary markets justify.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 60
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 85
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Maple Sugar 28-30c; Steady Honey Sales

Montreal.

MAPLE PRODUCTS, HONEY. — While the maple sugar and syrup stocks are not large, there is a tendency to offer a somewhat lower basis here and there, and quotations are rather nominal at 28-30c per pound.

Honey is in favor all around and will soon sell even more actively. For the Lenten season is one in which honey sales figure large and supplies will be drawn upon more largely in the next few weeks.

Maple Syrup—	
10-lb. cans, 6 in case, per case	$15 10
5-lb. cans, 12 in case, per case	17 10
2½-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal)	0 28 0 30
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Steady Coffee Basis; Sales Are Small

Montreal.

COFFEE.—The market is a steady one, but there has been no change in the basis of the various grades. Seasonable demand is met with average good stocks, although colder weather conditions might make an improvement. There is a fair amount of sale all around for cocoa; in fact, one importer stated this as being excellent.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)		0 24
Do., 100-lb. bbls. (lb.)		0 25
Do., 50-lb. cans (lb.)		0 26

Embargo Removal May Firm Teas

Montreal.

TEAS.—The removal a few days ago of the embargo against import of teas into Holland will have the effect of firming tea markets, it is expected. The basis for Ceylons and Indias is expected to firm somewhat, and, of course, Japans are firm.

Considerable enquiry is being made for stocks now and the outlook is much better. Stocks in distributors' hands are very probably becoming smaller, and buying will develop in a larger sense in the coming weeks.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

Wheat Flours Lag; Feeds Are Easy

Montreal.

FLOUR AND FEED.—While there is no change in the flour market, quotably, the state of trade is particularly quiet. Changes may come if the present stoppage of shipment to overseas points is maintained, for the mills are able to operate only on short time, and then at a loss, for the absorption of flour is so light as to take but a limited part of the production.

Feeds are ruling easy, that is, the special kinds, but changes have not yet been made. Feed oats have declined and are quoted here at 80c to 85c.

Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers	11 25
Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	37 25
Crushed oats	52 00 58 00
Barley chop	47 00 55 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	60 00
F.O.B. Ft. William	55 00
Feed oats, per bushel (as to grade)	0 80 0 85

Special Flour Less; Cornmeal, Rolled Oats

Montreal

CEREALS.—The undertone of the cereal market is weaker, and rolled oats, oatmeal and cornmeal have declined. This is a result of lower grain markets and also is prompted by the effort to

FLASHES FROM THE WEEK'S MARKETS

Lower prices on new-laid eggs are again in evidence. Madame Hen is reported to be working overtime these fine days.

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Beans have again tumbled 50c per bushel. Some sources quote what they term a prime white bean at $3.00.

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Tapioca is down 1c to 13c per pound this week.

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Clover honey in 10-lb. tins is being offered at 25c per pound. Buckwheat honey in 60-lb. tins is lower, too, at 21c per pound.

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Lima beans dropped ½c to 14c per pound in some quarters.

Butter is somewhat easier and declines of from 1c to 2c per pound have been reported.

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Rolled oats advanced slightly in some quarters this week.

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Prices on Dromedary and Excelsior dates have been named. In 3-dozen cases the prices are $8.00 and $7.00 per case respectively.

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Seeded raisins in 15-oz. packages are being quoted at 13c per package.

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Feed oats have declined on Montreal market, being quoted at 80c to 85c.

make sales larger, for there is an unquestionably light buying. Self-raising flour is down, too, and the whole tendency of the market is on the weak side.

Self-raising Flour—		
3-lb. pkgs., doz.		2 85
5-lb. pkgs., doz.		5 60
Cornmeal, Gold Dust	5 00	5 40
Cornmeal	3 50	4 50
Barley, pearl	5 50	6 25
Barley, pot, 98 lbs.	3 90	4 25
Barley (roasted)		7 50
Buckwheat flour, 98 lbs. (As to grade)	6 75	7 00
Cornflour, white	5 00	5 10
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour		5 75
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 100 lbs.)	6 50	7 00
Rolled oats, 90-lb. bags	4 25	4 30
Rolled oats (family pack.), case	5 00	5 60
Rolled oats (small size), case	1 90	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rolled Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack.)		5 80
Rye flour (Can.), 98 lbs.	5 75	6 05 6 25
Tapioca flour, lb.	0 15	0 16

Vegetables Steady; Celery Down $2.00

Montreal.

VEGETABLES.—The sale of green and other vegetables here is now quite limited and buyers are not stocking up Potatoes are held on the same basis and the only change is that for California celery, which is quoted down $2 at $11-$13 per crate.

Artichokes (bag)		2 25
Beans, new string (American) basket		5 00
Beets, bag	0 75	1 00
Brussels Sprouts, quarts		0 20
Brussels Sprouts (doz.)		1 00
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.		1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.		1 00
Celery, California (6-7 doz.)	11 00	12 00
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		2 50
Celery, California (6-7 doz.)		13 00
80 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8	50-8 64
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. 12 pkgs.)		1 45
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 50
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		0 50
Parsnips, bag		1 50
Parsley (Canadian)		0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag		1 90
Potatoes (sweet), hamper	3 50	4 00
Romane		0 50
Spinach, box		1 00
Spinach, bbls.		4 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates		10 00
Watercress (Can.)		0 50

Citrus Fruit Sells At Fair Prices

Montreal.

FRUITS.—There is a considerable volume of business for oranges and lemons, and also for grapefruit. This is the result of the more favorable basis that has been reached on these, and there will continue to be a good movement, it is expected.

For other lines there is a fair demand, apples being in demand, but selling more to those who can afford to pay the high prices.

Apples—		
Baldwins, No. 1	8 00	10 00
Blenheims	5 00	5 50
Greenings	8 00	10 00
McIntosh Reds (best)	8 50	10 00
Gravensteins, No. 1	4 50	5 50
Spys	8 00	10 00
Russets		8 00
Kings, No. 1	8 00	10 00
Do., No. 2		8 00
Wagners		8 00
Apples (in boxes)	3 50	3 75
Bananas (fancy large), bunch	4 50	4 90
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		9 00
Do., (med.)	7 50	8 00
Emperor, keg		7 50
Grapefruit (fancy Porto Rico)	5 50	6 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)	6 00	6 50
Oranges, Calif. (100-126)		5 50
Oranges (Mexican)		5 00

ONTARIO MARKETS

TORONTO, Feb. 12.—Lower prices have been named on beans again, and some sources report a decline of 1c per pound in tapioca. There is some shading of prices on honey reported. Rice flour, split peas and blue peas have sagged, and rolled oats are hard to determine, but show weaker tendencies. A very fair business is being done, and the trade seem to note a better feeling now existing.

New Developments Lacking in Sugar

Toronto.

SUGAR.—There have been no particularly new developments in regard to the sugar situation during the past week. The trade are buying just what they require, but the orders are coming through quite steadily, which would indicate a good healthy condition in the trade. There has been no change in price, and there does not seem to be any immediate prospect that lower levels will be reached.

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Drop Shipments Tobacco Changed

Toronto.

TOBACCO.—It is understood that on Empire tobaccos, drop shipments are now subject to the following conditions: drop shipments on 100 pounds, one brand or assorted, 2 cents per pound allowed, jobber to prepay freight; the 2 cents per pound is to be shown on the jobbers' invoice to customer.

Another line of peanut butter has been revised downward this week, the change being made this time in the McLaren's Imperial, which in pails of 24 pounds is quoted at 23 cents and in pails of 15 pounds at 24 cents per pound.

Molasses Quiet; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—There is only a fair movement to the trade at the present time, and no further change is expected in molasses for the immediate future. Aunt Dinah molasses, cases of 36, No. ½'s, are being quoted at $3.25 per case or $1.15 per dozen in some quarters.

There have been no further developments in regard to corn syrup and prices are steady at changes recorded last week.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, ½ doz. in case		6 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, ½ dz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 80
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ⅞ doz.		
West Indies, 11gs, 48s		6 95

Some Export Canned Fruits; Vegetables Too?

Toronto.

CANNED GOODS.—Dealers generally seem to feel that the market on canned

goods is going to hold very firm. In spite of this there is a great deal of talk of some price cutting going on, but it is hard to trace this definitely.

As far as can be learned there has been considerable export business done in canned fruits, and it seems more than likely canned vegetables may move out pretty freely too. If this is the case, it would look as though stocks of both lines will be cleaned up pretty well before a new pack is available.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	....	1 75
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	....	....
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Prices on Dates Named to Trade

Toronto.

DRIED FRUITS.—There has been nothing of particular interest developed in regard to dried fruits this week. Excelsior dates which arrived last week are being quoted at $7.00 per case of 3 dozen and the Dromedary dates at $8.00 per case of three dozen. Seeded, 15 oz. packets of raisins are being quoted at 13 cents per package in some quarters.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	....	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	....	7 00
Dromedary dates, 3 doz. in case	....	8 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	6 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11¾	0 12½
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless 16-oz. packets	0 15	0 16
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Better Feeling Noted in Teas

Toronto.

TEAS.—Whereas the movement is not considered heavy the trade as a whole seem to feel that there is a better enquiry for teas and these are developing into orders. It would appear that stocks are being cleaned up fairly well, and the tendency is to hold out for firmer prices on offerings that are made at the present time.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 49	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Rules with Strong Undertone

Toronto.

COFFEE.—Dealers feel that the time is not far distant when they will have to advance the price of coffee. The primary markets are very firm and there is no indication that these are going to sag. This being the case, it follows that quotations here will have to be revised to higher levels. Business coming to hand represents a fair total.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Maintain Steadiness

Toronto.

SPICES.—Steadiness generally marks the situation in spices. Peppers are higher to import than present spot prices and there is some export demand which may eventually work out in orders. There is some talk of further import duties being levied on spices by the United States Congress at a special session to be called later to act on reconstruction problems arising out of the war. The question of revenue to meet the expenses of the war must be considered although the consensus of opinion is that it is only remotely possible imported foodstuffs will come in for special taxation.

Allspice	0 18	0 25
Cassia	0 32	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar—		
French, pure	0 90	1 00
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	....	6 75
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

Peanuts Easier at Primary Points

Toronto.

NUTS.—The New York market reports a little easier feeling in peanuts, Jumbo being down about 1 cent and fancy about ½ cent per pound. However, this has not affected the situation locally to any appreciable extent. As far as the other lines are concerned there is no material change. Walnuts are very firm and it seems difficult to secure shipments from France. There is a little hesitancy on the part of buyers going into the market at the present high levels.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, ib.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Sagging Market Prevails in Beans

Toronto.

BEANS.—A further lowering of values on beans is noted this week. Ontario 1 to 2 lb. pickers are quoted down to $4.00 and hand picked at $4.50 per bus. Some factors are quoting what they term a prime white bean at $3.00 per bushel. Limas are also easier quotations in some quarters, being down to 14 cents per pound.

Ontario, 1-lb. to 2-lb. pickers, bu.	$....	$4 00
Do., hand-picked	....	4 50
Japanese Kotenashi, per bush.	....	5 50
Rangoons, per bushel	....	3 75
Limas, per pound	0 14	0 14½

Tapioca Down 1c; Rice Unchanged

Toronto.

RICES.—There have been no particularly new developments in regard to rices this week. Stocks, whereas not considered very heavy, are ample for the immediate requirements of the trade. Tapioca seems to be a little bit firmer in United States markets but locally prices have dropped 1c a pound to 13c in some quarters. White sago is down in line with tapioca at 13c per pound also.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	....	12 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	9 00
Do., Simiu	....	11 00
Do., Mujin, No. 1	....	10 50
Do., Pakling	....	10 00
Tapioca, per lb.	0 13	0 14½
White Sago	0 13	0 14½

Package Goods Hold Steadily

Toronto.

PACKAGE GOODS.—The situation in package goods is unchanged. Cereals are holding their own, and the quotations reached on starch last week are being maintained. The demand for all lines is fairly good.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	....	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case.	....	4 35
Wheat Flakes, 24s	....	5 20
Cornstarch, No. 1, lb. cartons.	....	0 11¼
Do., No. 2, lb. cartons	....	0 10¼
Laundry Starch, in 1-lb. cartons.	....	0 11¼
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes.	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 20

Little Activity in Honey, Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—Honey is undoubtedly very dull, and there does not seem to be any buying interest manifest in any quarter. Lower prices have been named on buckwheat honey at 21c in some quarters. Clover honey in 10 lb. tins is being quoted by some dealers at 25c per pound.

Maple syrup is in much the same position, but already buyers are looking forward with anticipation as to what the new run may be. It is still a little too early to gauge what may be expected.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29
10-lb. tins	0 25	0 28
60-lb. tins	0 26	0 27
Buckwheat, 60-lb. tin, lb.	....	0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Firmly Held; More Activity

Toronto.

FRUITS.—There is a somewhat firmer feeling in regard to oranges at primary points, but this is not shown yet in any change in price. Locally the situation seems much improved in as far as the demand is concerned. Buyers seem to be in the market for a little more of the fruit and wholesalers and retailers are in turn sending same out through to consuming channels. The position of grape fruit is one of strength. Supplies coming through are ample to take care of the demand and prices have held at firm levels. A car of California pears is reported as having arrived, these being quoted at $5.50 per case.

Apples—			
Do., B.C., McIntosh Reds, box	....		3 00
Do., B.C. Jonathans, box	....		3 00
Do., Rome Beauty, box	3 25		3 50
Do., Winesaps, box	3 25		4 00
Do., Spys, box	2 25		3 25
Do., Greenings, box	2 15		2 25
Do., Baldwins, box	....		2 00
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	7 00	6 50	....
Baldwins	7 50	7 00	....
Spys	8 00	7 00	6 00
Bananas, per lb.	....		0 07
Grapes—			
Do., Malagas, bbl.	13 00		14 00
Grapefruit—			
Florida, 46s	5 00		5 50
Do., 54s	5 00		5 75
Do., 64s	5 25		6 00
Do., 70s, 80s, 96s, 126s	5 75		6 00
Oranges—			
California navels, 100s	....		4 75
Do., 126s	....		5 00
Do., 150s	5 00		5 25
Do., 176s	5 25		5 50
Do., 200s, 216s, 250s	....		5 50
Do., 288s	....		5 50
Lemons, Cal., case	4 25		5 00
Pears, Cal.	....		5 50

Cauliflower Reaches Lower Levels

Toronto.

VEGETABLES.—There have been no particularly new developments in regard to vegetables. A lower price has been named on California cauliflower, which in pony cases is being quoted at $3.00, which is a decline from last week's figures. A low price is named on 75 pound bags of onions in some quarters of $1.30 per bag.

Cabbage, Can., bbl.	$....	$1 75
Do., Cal., crates	2 50	....
Carrots, bag	....	0 75
Cauliflower, Cal., ½ case	....	3 00
Celery—		
Do., California, 6 to 9 doz. to case	11 50	13 00
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head	....	....
Do., Do., Florida, large hampers	....	7 00
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	....	2 25
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	0 90
Peppers, green, dozen	....	1 00
Potatoes, sweet kiln dried, hamper	3 25	3 50
Potatoes, Ontario, bag	1 15	1 25
Do., N.B., Delawares, bag	....	1 75
Spinach, Louisiana, bush. hamp's	....	3 00
Turnips, bag	0 65	0 75

Waiting Attitude Noted in Flour

Toronto.

FLOUR.—An attitude, more or less a waiting one, prevails throughout the trade. Some hope for a resumption of export business and others are not so optimistic as to outcome of meeting being held in Ottawa to-day. No change in the situation is noted.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Toronto.

New Developments Lacking in Mill Feeds

Toronto.

MILL FEEDS.—There are no new developments to report in the outlook on mill feeds. Prices hold with milling operations curtailed. Only a fair amount is being offered.

	In carlots, track
Bran, per ton	$37 00
Shorts, per ton	42 00

Rolled Oats Stiffens; Little Business Yet

Toronto.

CEREALS.—Prices on rolled oats have stiffened slightly in some quarters, but there is little or no business being done. Unless export business in big volume develops, the heavy stocks to be liquidated may reach lower levels. Split peas have declined to $5.50 per 98-lb. bag, and blue peas are quoted at 10c per pound.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	....
Do., fancy yellow, 98s	4 25	....
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 85	5 50
Oat Flour	5 50	6 20
Rolled Oats, 90s	4 20	4 40
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	....	8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	5 50
Blue peas, lb.	....	0 10
Linseed Meal, 98s	8 50	8 75

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

WINNIPEG, Feb. 12.—Some lines of canned vegetables, peas and tomatoes particularly show weakness, while canned fruits are steady and firm. Evaporated apples are firm, due to export business which has developed. Package tea is lower, and some feel bulk will decline in sympathy with package tendency. The cereal market is weak. Business is considered very fair, though buying is confined to immediate needs.

Sugar Basis is Maintained

Winnipeg.

SUGAR.—The sugar market has a steady tone and no decline in price is apparent. New crop raws are coming in more regularly and freely and a more plentiful supply of refined sugar is being experienced. The purchase by the Unit-

ed States Government of the entire 1919 Cuban crop at a fixed price precludes much possibility of a decline before next fall. Jobbers state that though some refiners might for some special reason make a cut in order to unload some stock the present basis of cost does not warrant any lower price.

SUGAR

Granulated—	Per 100 lbs.
Best, in barrels	$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Syrup Steady; Scarcity Expected

Winnipeg.

SYRUP.—The syrup market is steady and no further advance or decline is expected for some time. It is expected that this spring will find a scarcity of maple syrup similar to last spring. Following prices are being quoted:

Syrup—	
24 by 2 lb. tins, case	$6 00
12 by 5 lb. tins, case	7 00
6 by 10 lb. tins, case	6 60
3 by 20 lb. tins, case	6 50
Quart sealers, 1 doz. case	5 10

Peas, Tomatoes Show Weakness

Winnipeg.

CANNED GOODS.—Canned fruits and corn continue steady. Canned peas and tomatoes are weak and lower prices are expected.

Corn—	
Maple Leaf, 24 x 2's	$4 45
Burford, 24 x 2's	4 45
Simcoe, 24 x 2's	4 55
Donalco, 24 x 2's	4 60
Peas—	
Standard, 24 x 2's	3 25
Tomatoes—	
Burford, 24 x 2½'s, Can.	3 80
Maple Leaf, 24 x 2½'s, Can.	3 95
Donalco, fancy solid pack	4 05
Peaches—	
Heavy Syrup, 24 x 2's	5 65
Maple Leaf, 24 x 2's	5 60
Donalco, 24 x 2's	5 55
Pears—	
Burford, light syrup, 24 x 2's	3 90
Globe, 24 x 2's	4 15
Plums—	
Lombard, light syrup, 24 x 2's	3 70
Lombard, heavy syrup, 24 x 2's	3 80
Maple Leaf, light syrup, 24 x 2's	4 55
Strawberries—	
Burford, 24 x 2's	8 15
Donalco, heavy syrup, 24 x 2's	8 40
Salmon—	
Chums, Cute, 48 x 1-lb. talls	$8 40
Pinks, Nth. Star, 48 x 1-lb. talls	10 25
Red, Cohoes, Target, 48 x 1-lb. talls	13 75
Red Sockeye, superlative lasquetti, 48 x 1-lb. talls	16 25
Sunflower, Pinks, 48 x 1-lb.	10 40
Sardines—	
Brunswick, 100 x ¼'s	7 05
Do., less than case lots of 100 tins	0 07½

Dried Fruits Holding Firm

Winnipeg.

DRIED FRUITS.—This market is strong, and with the embargo on the export of prunes and peaches to Canada, removed, available supplies can now be brought forward. It is not expected that such supplies will be large, however, owing to heavy United States demands and also to a greatly decreased quantity available owing to rain damage last fall. The British Government has purchased large quantities of evaporated apples and with the market very firm, dealers predict that a small advance is more likely than a reduction. The California evaporated fruits are also very firm and no decline is anticipated.

Santa Clara Prunes	
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50's	0 16¾
Peaches, choice, 10-lb. boxes	0 21½
Apricots, choice, 10-lb. boxes	0 26
Do., standard, 10-lb. boxes	0 23

Some Raisins Being Offered

Winnipeg.

RAISINS.—Owing to the heavy rains in California last October, and the consequent damage done to the large quantities of raisins and other fruits, Three Crown Muscatel raisins were unfit for shipment as whole fruit and were therefore seeded and sold in that way. One Crown Muscatels, which are a much smaller raisin, were not so severely damaged and are selling on this market as first-class fruit.

Muscatels—	
1 Crown, 25-lb. boxes	0 12¾
Seeded Bulk, 25-lb. boxes	0 12¼

Coffee Rules at High Levels

Winnipeg.

COFFEE.—Mild coffees are firm and ruling high, very little being offered. Brazil coffees are strong and no decline is expected. Should the coffee crop exceed present estimates, which are on a basis of a 50 per cent. of a normal crop, some feel that prices may be lower late in the season. Green Santos coffee at New York has advanced 100 per cent. within the last four months. Green Rio coffee, New York grading No. 5, is off this market at present.

Green Coffee—		
Rio, No. 7	0 21½	0 23
Santos, fine old crop	0 28	0 30
Bourbon		0 29
Mexican		0 34
Bogota A		0 34
Costa Rica		0 38

Teas Uncertain; Stocks Small

Winnipeg.

TEAS.—Lower prices on bulk teas are looked for following the decline of Feb. 1 on Blue Ribbon tea, to 48c for 1's and 49c for ½'s. Indian teas are practically cleaned up for the season and Ceylons are holding firm. Recent offerings are said to be much below average in quality.

TEAS

Black, Bulk	
Broken Pekoe, No. 15, chests, lb	0 46
Do., Orange Pekoe, No. 19, chests, lb.	0 48
Less than chests, one cent per pound more	
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden bxes, lb.	0 50
Blue Ribbon, Black—	
Red Label, 1's, cases and ½ cases, lb.	0 54
Red Label, ½'s, cases and ½ cases, lb.	0 55
2½-lb. pkgs., 24 and 36 in case, package	1 25
Red Rose, Black—	
Green Label, 1's, lb.	0 54
Green Label, ½'s, lb.	0 55
Blue Label, 1's, lb.	0 60
Blue Label, ½'s, lb.	0 61
2-lb. pkgs., 36 in case, pkg.	1 08

Peanut Market Shows Weakness

Winnipeg.

NUTS.—The peanut market is weak and prices are gradually declining. Lower prices are expected very soon. Following are present quotations on peanuts: Fancy roasted, 16c per lb.; Jumbo roasted, 22c to 23c per lb.

Other lines of nuts are in very little demand at this time of year.

Bean Situation Becoming Clarified

Winnipeg.

BEANS.—During the last three years large quantities of Burma beans have been shipped into Canada, owing to the fact that they were much lower in price than the Canadian white or Japanese Kotenashi beans. The Burma bean is small and is yellow tinged, and has, it is said, proved very unsatisfactory, having to an extent curtailed the sale of beans in Canada. While large stocks of the beans are still being carried by some jobbers, others have discontinued handling them and will in future confine their stocks to the pure white, Canadian grown or Japanese Kotenashi stock. Prices on the last mentioned stock are now very reasonable, being quoted at $5 per bushel for fancy Kotenashi beans.

Japan Rice to Be Shut Off

Winnipeg.

RICE.—There is no prospect it is thought, of an advance in Japan rice due to the shutting off of exportation. Jobbers state that it is possible there will be no more Japan rice in Canada this year. The market in Siam rice is expected to gradually decline, as it has been weakening since the signing of the armistice. Cheaper grades of rice are advancing.

Rice	
Extra fancy, Japan, 100-lb. bags	0 12½
Fancy Japan, 100-lb. bags	0 11¾
Siam, 100-lb. bags	0 08¼
Tapioca, lb.	0 12¼
Sago, lb.	0 10¼

Easier Feeling Noted in Cereals

Winnipeg.

FLOUR, FEEDS, CEREALS.—Millers report an easier feeling in the flour and cereal market, while feeds show an upward tendency, with the demand exceeding available supplies.

Government Standard Flour—	
Cash carload price	$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80's	3 75
Rolled oats, pkgs., family size	5 65
Cornmeal, 98's	4 85
Oatmeal, 98's	4 75
Feeds—	
Bran, per ton	32 00
Shorts, per ton	37 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 11.—Eggs show weakness at 62c per dozen. Dealers anticipate a drop by Wednesday, due to prospective arrival of a carload of California Petalumas, which will sell at 56 to 58c. A thousand cases are reported in from China; storage eggs are off market. Live poultry receipts now light. Butter is unchanged. Potatoes easier, due to mild weather.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 11.—Salada tea is down five cents per pound. New-laid eggs are being quoted at $16.75 and $17.50; supplies are coming along freely. Tomatoes, twos and halves, are easier at from $3.60. Gallon apples show firmer tone at $2.85 and $3.00. Butterfat has been lowered two cents pound, but creamery butter remains at old figure. Navel oranges are easier at $5.00 to $6.50. Lemons are down to $6.00 to $6.50. Florida grapefruit is higher at $6.50 to $7.50. Siam rice is quoted in some quarters at eight cents pound, but quality is said to be poor.

Beans, Kootenashi		12 00
Beans, Calif. Lima, med.		0 15½
Beans, B.C.		10 00
Flour, 98s, per bbl.		10 50
Rye flour, 49s, per bbl.		11 20
Cornmeal, 24s, per bbl.		11 00
Rolled oats, 80s	3 80	3 90
Rice, Siam, cwt.	8 00	10 00
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 28½	0 30
Butter, creamery, lb.		0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		17 60
Compound, 3s		14 70
Eggs, new-laid, case	16 75	17 50
Eggs, No. 1 storage, case		
Eggs, fresh, Washington, case		21 00
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 2½s, stand. case, spot.	3 60	4 25
Tomatoes, 2s		2 90
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 85	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.		0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	5 00	6 50
Oranges, Florida		
Lemons, case	6 00	6 50
Grapefruit	6 50	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 11.—Staples show little change this week. Navel oranges, however, dropped from 25 to 50 cents per case and are quoted at $6.50. Florida grape fruit is $7.50 case, and lemons $8.00. B. C. apples are higher, and no reduction is expected in Washington apples. Cranberries off the market. Jobbers do not anticipate any lowering of prices on sugar, coffee and dried fruits. Coal oil is increased to 35 cents gallon retail, an advance of five cents. Gasoline has advanced one cent.

Beans, small white Japans, bu.	5 60
Beans, Lima, per lb.	0 14
Flour, standard, 98s	5 45
Rolled oats, bails	4 35
Rice, Siam, cwt.	8 75
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 53
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 65
Eggs, storage	0 55
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90 3 00
Pears, Washington, box	4 00
Grapefruit	7 50
Cranberries, bbl.	15 00
Florida oranges	6 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

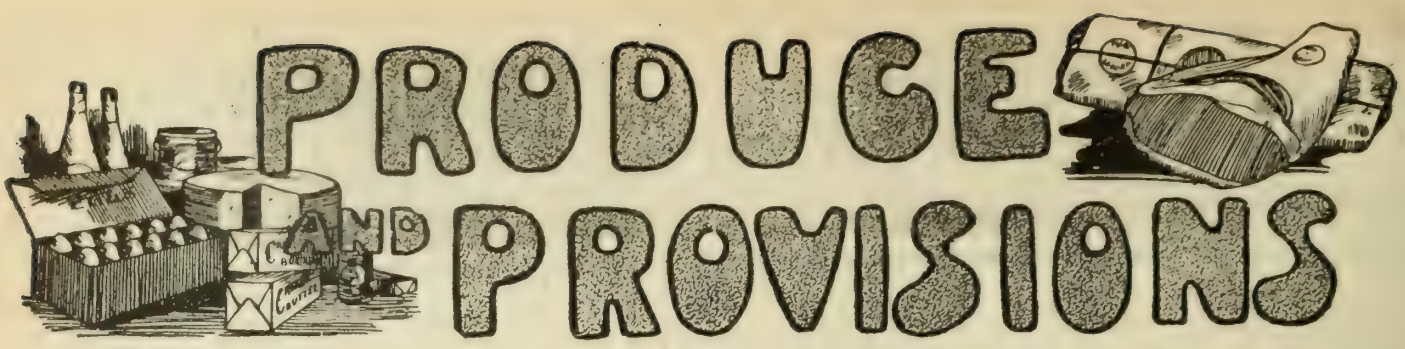
St. John, N.B., Feb. 11.—Downward tendency continues in list quoted, with same influence noted in unlisted specialties. Jobbers not overly optimistic regarding probable effects on business conditions during year. Molasses quoted at 95c to $1.00. Lard, pure, is easier at 30c to 30½c per pound, and compound is down ½c to 27 to 27½c per pound. American clear pork is down $1.00 to $55 to $59. Lemons are slightly higher at $7 to $7.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.		$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 50	3 60
Rice, Siam, per 100	9 00	9 10
Molasses	0 97	1 02
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 29	0 30
Eggs, fresh, doz.		0 60
Eggs, case	0 53	0 55
Breakfast bacon	0 36	0 38
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 42	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½
American clear pork	55 00	59 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.		
Apricots, per lb.	0 18¾	0 19½
Potatoes—		
Natives, per bbl.	3 25	3 50
Onions, Can., 75-lb. bags	1 75	2 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	7 00
Oranges, Florida	7 00	7 50
Grapefruit, case	7 00	7 50
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

ST. JOHN, N.B., FAVORS WRAPPED BREAD

The price of bread and the desirability of having the loaves wrapped at the bakeries was considered at a conference between representatives of the Housewives League and the city council of St. John recently. The league urged that the city require the bakers to wrap the bread, as it may under the Food Board regulations, but the City Commissioners preferred to leave this to be settled between the bakers and the customers. It was said that the cost of wrapping bread in waxed paper at the bakeries was one-half cent per loaf, while the grocers found it necessary to charge an extra cent for wrapping paper and twine on unwrapped bread. A resolution approving of wrapped bread and requesting the council to call a meeting of bakers, retail grocers and representatives of women's societies was adopted by the ladies present.



Urge Retention of Loss-off Regulation

Canadian Produce Association Commends Action of Food Board in Regard to Sale of Bad Eggs, and Urges Continuation of the Regulation—Proposed Increase in Express Rates Roundly Condemned

THE Canadian Produce Association at the opening session of their seventh annual convention in the King Edward Hotel, Toronto, evidenced a unanimous approval of the Canada Food Board regulation. regarding the buying and selling of eggs not up to a certain quality standard. and urged that influence should be brought to bear upon the Government to assure that this beneficial legislation should not be permitted to lapse but should be made a permanent measure. The president of the Association, J. J. Fee, Toronto, while he didn't by any means see eye to eye with all the regulations of the Food Board, in his address commended the Board for their wisdom and courage in inaugurating this measure. In the early part of the session also there was a brisk discussion of the change in rates proposed by the express companies, and several of the members urged upon the convention the prime necessity of fighting this change with all the powers at their disposal pointing out that any departure from the present commodity rates would be a very serious blow to the industry.

The convention was called to order by the president, J. J. Fee, promptly at eleven a.m., a large number of members being present.

K. J. Dunstan, president of the Toronto Board of Trade, was present, and on behalf of the Board and of the City, welcomed the delegates. Mr. Dunstan spoke of the importance of the industry represented by the Association, and bespoke an effort at better understanding between the various interests, producer, distributor and consumer, and urged upon all the crying need for production and conservation in the days to come, and the way in which such organizations as this could aid Canada by maintaining the highest possible standards, so that on all markets the word Canada should be known as a synonym of quality.

The President's Address

In representing the president's report J. J. Fee spoke of the two meetings representing the Association that had been held during the year. One meeting was held in Montreal, April 6, at which E. J. Smith of Brockville had represented him, where the question of export trade had been discussed with R. M. Ballantyne. As a result of this meeting a deputation had gone to New York to interview the Allied Purchasing Commission on these questions.

E. J. SMITH

The Whyte Packing Co., Brockville, Ont., elected president of the Canadian Produce Association at their Convention in Toronto.

The other meeting had been held later in the year in Toronto, to arrange the details of the convention.

Mr. Fee, in continuing, outlined some of the objects achieved by the Association, and some of the difficulties they had been compelled to meet.

"During the past year," he stated, "the Produce Trade has had the centre of the stage in our industrial life and in addition the 'spot light' of the Canada Food Board had been shining brilliantly upon it, checking up our profits, as the shepherd counts his sheep so that none may go astray. The spot light has been a Book of Revelation to some of us. It has revealed our weakness and our strength. As a war measure the Canada Food Board in some respects has been a great success.

The Canadian Produce Association, what has it accomplished since its inception seven years ago?

It has united the produce trade in Canada from coast to coast.

Personal friendships have been formed and cemented that are valuable in many ways.

Local, provincial and international trading has been established at our conventions that had never existed before the inception of our organization.

Our association has been influential in thwarting some fool and harassing regulations imposed by the railways and express companies.

In this connection your executive have a plan whereby more "pep" will be given to this phase of the work.

Information of value to the trade had been disseminated at our conventions and afterwards published in our Year Book, in which also appear the advertisements of many of our members.

In connection with the Dairy Association our organization has been instrumental in having Government butter grading established in Toronto and a government grader in the person of Mr. J. H. Scott.

In connection with the Toronto Produce Exchange our Association had appointed by the Toronto Board of Trade an official weigher in the person of Mr. James T. Madden, whose services have been appreciated, not only by the produce trade, but by many other industries throughout the city.

The last feature I am going to mention is the greatest and most important good this association has accomplished: buying eggs on the loss off system. The adoption of this system has saved millions of eggs for food and raised the standard of quality at least 25 per cent,

thereby saving millions of dollars for the people of Canada.

The per capita consumption of eggs is rapidly increasing in Canada because the public is getting a better egg than it ever got before.

We claim to be a patriotic institution. An institution that stands for conservation, economy and advancement in the methods of handling and producing food stuffs, and we endeavor to work for the best interests of our common country.

We have had co-operation by the Federal and Provincial Departments of Agriculture in a large measure.

Although we do not always see eye to eye with them, I am sure, and I want it to go on record, that this association appreciates the time, the work and the assistance given by the departments, not only at our meetings, but throughout the year.

The departments are to be congratulated on the personnel of their staffs, their honesty of purpose, fairness and outstanding ability.

We have made progress, we have had some legislation enacted making for conservation, for better quality and the development of the egg trade. But until the advent of the Canada Food Board it was not a criminal offense to buy or sell bad eggs. The order in council did the trick. The Food Board had the power, and they also had the punch to enforce order No. 24.

Gentlemen, we want that law to remain on the statutes.

This association advocated this mea sure year in and year out, and without result, and if the Canada Food Board did nothing else they have been worth while to this Dominion. If this law is rescinded, it will be going back to the old rotten rut, the old chaos. It will sound a note of decadence, a note of decay, and a lacking of virility and punch somewhere in our politics.

We may well ask: Are we doing our best for conservation? Are our agricultural leaders doing their best?

The produce trade, being very much of a speculative nature, has problems to face every year.

Our problems this year will be many, many-sided and difficult to solve, both locally and from an export point of view.

Re-adjustment of prices and values, both here and in the British market. Transportation problems—labor problems.

Government regulations recently enacted is another one of our problems, and I am hopeful that after the discussions that take place here to-day, suggested amendments may be made that will render the law more workable, more satisfactory to the trade, and at the same time, safe-guarding conservation and making for a better product.

A frank discussion generates the light that guides our steps in the path of progress.

Most of these problems are covered by one word—Reconstruction. Not only in the produce trade, but in all our industries.

OFFICERS FOR THE YEAR 1919

President, E. J. Smith, Brockville Ont.

First Vice-President, H. R. Gray, Montreal.

Second Vice-President, F. F. White, Toronto.

Secretary-Treasurer, L. P. Marshall, Toronto.

Directors: H. B. Colwell, Halifax, N.S.; J. Emond, Quebec; A. E. Bailey, Belleville, Ont.; R. J. McLean, Toronto; R. C. Hunter, St. Marys, Ont.; H. B. Clemes, Toronto; J. T. Madden, Toronto; H. H. Fearman, Hamilton; J. R. McNabb, Dungannon, Ont.; A. S. Duclos, Edmonton; C. M. Thacker, Montreal; A. E. Silverwood, London, Ont.; A. N. Wilson, Winnipeg; Richard Gray, Montreal; J. F. Fraser, Halifax; C. P. Roads, Calgary; J. Bristow, St. Thomas, Ont.; W. R. Erskine, Atwood, Ont.; A. W. Bayman, Ottawa; Geo. E. Barbour.

The next convention will be held at Hamilton, Ont.

Reconstruction is the cloud on the horizon. It is the cloud in Canada's sky, but every cloud has a silver lining. The silver lining is the educated intelligence and industry backed by the courage and perseverance of the Canadian people and the soldiers overseas.

About three years ago, while I was standing on the street watching a regiment of the boys going away and stepping to the music of a band, I was reminded of Goldsmith's couplet, "Defiance in their eye, methinks I see the lords of human kind pass by." Some of them are now in "Flanders' fields," where poppies blow, lying between the crosses, row on row. They will not come back.

But 300,000 of them are coming back with victory perched on their banners and "defiance in their eye," and with a saner, clearer vision of their citizenship and those of us who were not privileged to serve, have their undying valor in Flanders' fields as an inspiration to carry on. I have faith in Canadian manhood."

HARPER R. GROG

Gunn-Langlois Company, Montreal, elected 1st Vice-President Canadian Produce Association.

The report of the secretary-treasurer and of the auditors that followed showed the association to be in a very satisfactory position:—

The Report of the Secretary-Treasurer

As our 1918 Year Book contains in full a report of our last general meeting held in London, February 5th and 6th, 1918, it will not be necessary to read these if some member will move that they be taken as read. Aside from the work of getting out our annual Year Book and the ordinary routine work, my work this year has not been very strenuous. The first meeting, which was called in Toronto, was held in the Toronto Produce Exchange rooms, Nov. 14th, to arrange the date and appoint committees to handle all branches of the work leading up to the Convention. How thoroughly this work was done you will see as the Convention progresses.

In passing let me mention the Finance Committee under the chairmanship of Mr. F. F. White. This Committee was appointed to raise funds to defray, in part, the expenses of this evening's banquet and entertainment. They canvassed the Toronto members and succeeded in raising sufficient money to enable us to sell the banquet tickets at $2 each, which is a small part of the actual cost.

110 Members 1917.
150 Members 1918.
Hoping for 200—1919.

Last year balance of about $16.38 at this date and this year $384.29.

Financial Statement, Canadian Produce Association, for Year Ending January 31st, 1919.

Receipts.

Balance on hand	$ 16.38
151 Membership Fees	754.00
Advertising Receipts	243.00
Interest on Deposits	11.95
Receipts from London Banquet	148.50
	$1,173.83

Disbursements

Postage	$ 39.37
Printing and Stationery	242.33
General Expense	343.94
London Banquet	160.50
Exchange	3.40
	$ 789.54
Balance on hand	$ 384.29

We, the undersigned, have audited the books ,vouchers and accounts of the Canadian Produce Association for the year ending January 31st, 1919, and find that the above statement is correctly drawn up so as to show the true financial position of the Association as on January 31st, 1919.

(Signed) F. F. WHITE.
H. B. CLEMES.
Auditors.

It was moved and seconded that secretary-treasurer's report be adopted.—The motion was carried.

Proposed Express Increases Under Fire

The report of standing committees were then presented.

R. C. Hunter, St. Mary's, Ont., for the Transportation Committee, stated that the committee had nothing to report.

H. R. Gray, Montreal, questioned the committee on what had been done to combat the proposed express rate increase. "We in Montreal," he stated, "have put up a strenuous opposition, and urged that if any increase had to be made that it should be restricted to 10 per cent.

We understand, however," he continued, "that the matter is to be considered at the local centres, and I think, therefore, that we should get live members in every community to protest against the extent of the increase."

R. J. McLean, Toronto, stated that he had been a member of a committee that went to Ottawa to present the case of the Toronto trade before the Railway Commission. They had been informed that these questions were being taken up by a committee representing the trade, and feeling that the matter was in good hands, they had pressed the question no farther, but he stated that the delegation had not even admitted the advisability of a 10 per cent. increase.

H. R. Gray replied: "I merely want to make the point. Unless we protest these proposed increases in express rate, the probability is that they will conclude that we are satisfied with the change.

"You must stick to the commodity rate scale, or you will be returned to a straight rate, which, in some instances, would reach an increase of 100 per cent. and in others as high as 50 per cent.

"Whether the increase in justifiable or not," he continued, "we do not know, but it is interesting to note that in instances where the express company is in direct competition with the parcel post, there has been no increase."

Mr. McLean raised the point that with the probable withdrawal of the Canada Food Board in the near future there might be a tendency to withdraw the legislation governing the quality of eggs sold. In order that this might not be, he had written the Food Board, asking that this regulation, of such value to the trade, might be retained. Mr. McLean stated that he had been referred to W. A. Brown, chief of the Poultry Division of the Department of Agriculture. Mr. Brown had replied:

Place the Onus on the Seller

"We have always been in favor of buying eggs on a 'loss off basis,' contending, as you will remember, that this was but the first step towards quality payment for eggs. My own opinion is that, if the regulations were amended to give special consideration to bad eggs that the seller should be equally as liable, if not more so than the buyer, providing misrepresentation in the sale actually took place. The difficulty at times, however, is to prove that the seller knew that the eggs were bad when he sold them.

"It has been suggested that possibly a solution of the matter turns round the question of candling; that is, the seller should state, certify, or mark the case in some manner as to indicate whether or not the eggs were candled or straight receipts as the case may be, the whole being but a step towards placing on the seller the onus of stating the grade of the eggs at the time they are sold, the buyer at all times having the right to require that the eggs pass Government inspection at point of shipment."

Asks for Absolute Prohibition of Bad Eggs

To this Mr. McLean had replied:—

"If the department intends to follow up the improvement which they have been instrumental in bringing about in the egg trade, it will be necessary for them to take hold of this now with a firm hand and make it an offence to either buy, sell or demand payment in any shape or form for bad eggs, independent of whether the question will be discussed at the Canadian Produce Association or not.

"The dealers have worked fairly hard and done their part in regard to this, but it is now up to the department to finish this out and enact legislation controlling the sale of bad eggs. Why should you not do this as well as enact regulations for the sale of other foods. There is no other farm product that is not protected by the Trade Marks Act, excepting the eggs. If you do not follow this up, the writer can only say that he can only see ruin, not exactly ruin, but a case of going back to the old original methods, because every person will be into it, and anyone with a hundred dollars can go into the egg business in a small way and buy and sell and make margin out of them, whereas the firms that are trying to do what is right have got all the expense of storing and everything else, and then there is no protection for them.

"Now, I believe that if you want to see a continued improvement in the handling of Canadian eggs, it will be necessary for the department to enact legislation controlling the sale of bad eggs absolutely.

"If you will put this into working order you will find that you will have the greatest support to the question of improving the egg trade for export that you have yet had, and will have the whole support of every dealer, and, we believe, of every producer, in a short time, because they will recognize that it is to their advantage to handle their eggs in a proper manner, and by forcing this the producer will not be so careless about them, and it will be a means of conserving this valuable food product."

H. R. Gray, reporting for the Arbitration Committee, pointed out that the committee had not been called upon to act during the year, which, he thought, was an indication of the good feeling prevailing among the different interests in the trade.

R. J. McLean thought that probably the members were not taking advantage of the committee. "There must be problems arising," he thought, "that might be most satisfactorily decided by calling upon the good offices of the committee."

Importance of Grading Eggs For Shipment

R. H. Ashton, Morrisburg, Ont., opened the afternoon discussion on the "Standardization of Eggs," by a paper on "The Importance of Grading Eggs for Shipment."

STANDARIZATION OF EGGS

The Importance of Grading Eggs for Shipment.

I cannot help but recall the thoughts that came to me while at the first Canadian Produce Association Convention which I attended and was enrolled a member of this organization at Belleville in the year 1916.

It occurred to me at the time that the Canadian Produce Association was the medium through which all difficulties arising between producer and consumer might be easily and amicabiy adjusted and from the fact that the producer, being the first and foremost to be considered from a national standpoint, it impressed me that the Canadian Produce Association might eventually become the farmers' friend.

A favorable sign in this direction is that I am a farmer and I may say that I represent the farmer class of Dundas County and look at poultry raising and the production and sale of eggs from the farmer's point of view. I, therefore, wish to to take this opportunity of thanking the Program Committee for the honor they have extended to me in placing my name on the program to address this Convention on the subject, "Standardization of Eggs," and "The Importance of Grading Eggs for Shipment."

Standardization.—The importance of standardization is the first necessary step to the development of a permanent foreign market for Canadian eggs. The requirements of these markets should be taken carefully into consideration when fixing the standards. It will be far easier for us to build up an everlasting egg trade with the United Kingdom if we cater to the requirements of the British market than to ask the trade in the United Kingdom to accept what we have to offer.

We have for the past four years been living in a state of anxiety wondering what would be the real outcome of the European war. Happily we have Victory and Peace through which great changes are bound to take place during the next few weeks. The time has come when one can really plan intelligently, and with confidence that his plans can be carried out without interference. Those who mean to keep pace with the times must be prepared, for all opinions agree that the next few years are going to witness the greatest period of development, agriculturally and otherwise that the world has ever known.

The European countries have to a great extent been depleted of their poultry flocks and it will take some time before these countries are back to the condition in which thy stood before the war. The British market is now wide open to us and we are in an ideal position to capture that market and hold it if we go after it in a systematic way. By a modern system of handling eggs with Government aid by inspection it is possible to give the British dealer or consumer guaranteed Canadian eggs true to grade. Our increasing trade with the United Kingdom with keener competition in prospect now that the war is over, demands the establishment of definite grades for Canadian eggs on a Dominion-wide basis. I do not think it would be wise, however, for this Convention to recommend any drastic changes in the present standards in so far as applies to export shipments until we have tangible evidence that the eggs shipped last season through the Dairy Produce Commission did or did not meet the requirements of the British market.

In introducing the subject "The Importance of Grading Eggs for Shipment," I desire to impress upon your minds that anything I may say I wish to have it apply generally to all shipments of eggs or eggs for storage. It is just as important to grade eggs for storage as it is to grade eggs for shipment, if we wish the beneficial effect of that grading to reflect on the producer and pay for the eggs on a quality basis which is of the greatest importance and in the best interests of the poultry industry. This

will tend to encourage the producer to improve the breeds kept and adopt better care and management in handling the eggs and poultry of the farm.

We must keep in mind that the essential requirements are:—

1. Freshness, this factor alone determines the value of an egg.
2. Frequent gathering.
3. Regular collection.
4. Rapid transit.

All these tend to avoid waste and de-preciation.

5. Cleanliness (a clean egg is worth more than one that is dirty.
6. Size (small eggs mean small prices and no profit).

In order to preserve freshness, eliminate waste and detect the farmer who sells dirty and small eggs, modern methods of handling are essential.

Through co-operation in the County of Dundas we have perfected a system known as the "Case Plan System," by which it is easy to identify the farmer who sells bad, dirty, small and stale eggs. It is the only practical system whereby eggs can be bought from all producers on a graded basis. The system can be worked by the egg gatherer or the country storekeeper and will not interfere in the least with ordinary channels of trade. More work will necessarily be entailed through this system than by the old slip-shod way of buying case count or loss-off; but after having adopted the system, you will be more than compensated for the extra work by the handling of a larger percentage of a higher grade of eggs which will enable you to pay the producer more money and thereby increase production and attain your watchword, "More farm products for the Motherland." You will also have a better grade of eggs to sell to the consumer at a smaller margin of profits because the waste will be entirely eliminated, as far as you are concerned, which you will not require to take into consideration when figuring your profit and loss account.

The system can be best operated nearest to point of production and centralized grading stations should be established, but as these are not available at present there is nothing to prevent the plan being systematically operated even if the collector and the grader are many miles apart, provided the seller and buyer are willing to co-operate with each other in the work.

The system is as follows:—

This chart shows the plan of the interior of an egg case. The ten sections represent the fillers holding three dozen eggs each. The object of this plan is to identify the eggs supplied by each farmer. It may be used by the egg gatherer or storekeeper and one plan is required for use in each and every case. The egg gatherer on his first round of the season record the farmers' names in his book in rotation and as he calls on them for eggs at the same time he numbers each consecutively, commencing with No. 1 on each and every day of the week. The letter "A" on this plan represents the gatherer on Wednesday's route. The figures 13, 14, 17 and 25 represent the farmer corresponding to the number recorded by the gatherer in his book, a copy of which must be kept on file for reference. The eggs must always be placed in the case in a uniform manner or the system will be of no use. Commence from the left corner nearest the partition and pack from left to right, when one side of the case is full: then the case must be turned together with the case plan and continue packing as before, commencing at the left corner nearest partition and pack from left to right. Farmer No. 13 has twenty dozen and the balance of the case belong to Nos. 14, 16 and 25, and the number of dozen supplied by each is marked on the plan. The plan showing the contents of the case is then placed in the end of the case where the egg collector or storekeeper, whichever the case may be, finished packing. Each and every case is packed and marked on the plan in the same manner showing the registered number of the farmer by whom the eggs are supplied and the number of dozen each supplied.

If these eggs were shipped to Montreal, Toronto, Winnipeg or any other centre to be graded it would be necessary for the shipper to have his name and address on the bottom of the case plan.

On arrival at the grading station the lot is chalk-marked with the lot number, for example, No. 385/13, and recorded in the receiving book. Number 13 indicates that there are thirteen cases of eggs in this lot. Each lot is taken to the candling room in the order in which they have been received.

Here another chart is used to simplify the grading. Each plan represents an egg case on the candling bench. The plan in the centre represents a case which has been received to be candled and graded under the "case plan system." As the case is opened, and the plan appears on the top of case the candler commences at the end where the case plan was found and in the right hand corner at that end of the case. As indicated on the plan six eggs belonging to farmer No. 25 are to be candled first. Three eggs fall into grade extras and three eggs into grade No. 2. This is marked on the plan by a pin or peg and is then recorded on the classification on the reverse side of the case plan.

Farmer No. 17 has four dozen eggs, two dozen and two fall into grade extras and one dozen and eight fall into grade No. 2 and there are two bad eggs. The chart used by the egg candler is then marked with another pin or peg corresponding to the position of the last egg placed in the case. The number of sections between the first and second pin or peg on the chart of extra grade shows two dozen and two eggs and this is recorded on the classification. The number of sections between the first and second pin or peg of No. 2 grade shows one dozen and eight, which is also recorded on the classification.

Five dozen and six eggs supplied by farmer No. 14 are then graded, nine eggs of which fall into extras and three dozen and seven into No. 2's, one dirty or cracked and balance bad. Having a record of the number of dozen eggs of each grade supplied by 25 and 17 the first pin is then used to indicate the number of eggs supplied by No. 14 falling into each grade which is then recorded on the classification.

The balance of the eggs in the case were supplied by farmer No. 13 and grade as follows: Nine dozen and four extras, ten dozen and five No. 2's and two cracks and one bad egg. As you have a record of eggs of each grade supplied by No. 17 the top pin or peg is moved to indicate the number of dozen eggs falling into each grade supplied by No. 13. This is recorded on the classification. The case being empty you continue grading as before until the lot of thirteen cases is completely graded and recorded on the classification.

The number of dozen eggs falling into each grade may be totalled up and returns made to the collector or storekeeper on quality payment and the classification cards or case plans showing the grading may be returned to the collector or storekeeper to enable him to decipher the amount due to each producer on quality basis.

"Do you find the system suggested cumbersome?" asked Mr. McLean. "It would seem that the system is a good one but might be difficult of operation in a large way."

"I have not found the system difficult to handle," stated Mr. Ashton in reply. "I have found it simpler than any other form of record I have tried."

"How many cases could a man handle in a day?" another member enquired.

"About 15 cases a day," Mr. Ashton replied.

"Suppose I am a collector will the merchants in the city accept my candling—and if not how will I get back at the farmer?" queried another member.

W. R. Erskine stated: "I think there is only one way to get back at the farmer and that is to make him stamp his eggs. I get 60 or 70 cases a day and I would not have time to candle them all. I think they should be sent to the city and candled under Government supervision. I have found the loss-off system the rottenest possible deal for the shipper and I want to see the handler get a square deal. The collector has not a chance to put the blame where it belongs under the loss-off system. You must bet back to the farmer; they are the people who are adopting dishonest practices. The store keeper hasn't time to candle eggs and if he does his candling is not accepted—we should have some Government regulation whereby we could get back at the producer."

Another member urged that all eggs should be handled through a Government agency who should give a report on the eggs before they are offered on the market.

"I have been dealing with the farmer," stated Mr. Hooper, "for 9 years, and I don't find any difficulty in going back to the farmer with rotten eggs. If a man sells a dozen eggs, I put the name on the last egg put in. I get 36 cases a day, and then I can candle them and know just how many rotten eggs there are in the lots supplied by the farmers. If there are only three eggs I don't say anything, but if there are more I charge them back, and if the farmer does not want to give me his eggs next year I don't want them. There is another thing, there are millions of eggs lost yearly in Toronto and other centres through displaying them in the window and then selling them for fresh eggs after they have been ruined by exposure."

C. I. Wright.—"If I had all the money that has been taken from me in loss off, that I have paid in good money to the farmer I wouldn't be here to-day. The wholesaler has the big end of it. When I ship eggs in here I have to sell them loss off, and when I get my returns sometimes it is awful. The dealer says why don't you buy good eggs? I say I buy as good eggs as I can.

Need a Disinterested Inspector

"I think there should be some agency between the shipper and the wholesaler, somebody to represent us who is not interested. There should be a Government agency who are independent, and who therefore can give us both fair play.

"We can't make any money under this present system and if we are to make it we must have fair play."

A. E. Baillie.—"I don't see anyone who is particularly to blame, yet all are to blame. Often we don't give the farmer a proper case in which to put his eggs. And then after they are candled and appear on the market there are bad eggs in them. Perhaps there are, they have probably been two weeks on the road, and in hot weather eggs will deteriorate. They cannot be shipped by freight and arrive without loss.

"To do this business successfully eggs must be gotten from the farmer promptly, and shipped by express.

"Let us have fair play. If we have the eggs gathered promptly and shipped by express, we will get better results.

Loss Through Pilfering

"We often get shortages from pilfering; that is another serious source of loss; we must have some new system of getting eggs to their destination promptly and without these losses. We are all to blame. I have fought the loss-off system for years but I am thoroughly converted now. If the farmer brings me in eggs that are not right he expects to have them charged back. The truth of the matter is that we are all inclined to hold eggs for a better market, and you cannot expect good results that way."

R. J. McLean.—"It appears to me that Mr. Erskine touched the vital spot. We are prepared to accept a central grading station and in that way we would be freed from the abuse that we get from time to time. If we had such an organization we believe the shipper would come to the opinion that the wholesalers are not such rogues as they appear. I would like to have some shippers who have sent us eggs during June, July and August come into our candling room and see with their own eyes how these eggs that they thought first candled actually looked like under this second candling. I think we ought to ask the Government to adopt such buying organization, and I think that we should urge the retention of the loss-off system so that the seller or the buyer should be liable. There is no reason why the consumer should have to pay 8 or 9 cents a dozen more because someone is careless."

Prof. Graham.—"What does it cost to candle eggs?" "That depends on the time of year. I could not tell you exactly" replied Mr. McLean.

"If you were to establish a Government clearing house," continued Prof. Graham, "it must support itself, and therefore somebody must pay the charges, and this charge must be known."

"I think the season through the charge would be about 15 cents," stated H. B. Clemes.

"It appears to me," continued Prof. Graham, "that the system of buying eggs is wrong. If you could get the hens to lay alongside the cold storage that would be the best idea. But if you want the Government to do anything you will have to present a workable scheme; moreover, you must be willing to support this scheme and stand your losses if need be."

C. I. Wright stated that he did not think the farmer was any more unreasonable than anyone else.

"Someone spoke of losses in transit," he continued; "how are you going to overcome that? The only way I can see is to have the goods weighed at the start and weighed on delivery and the express company be responsible for the loss. As far as the loss-off system is concerned there are merchants phoning from Toronto and stating that they will buy without any loss-off condition."

"I think if there is such a merchant he should be named," demanded Mr. Clemes. The name, however, was not forthcoming.

Standardization of Eggs for Export

In dealing with this important question, W. J. Jackson, of Simcoe, pointed out the danger of making too fancy a grade for export.

GRADES OF EGGS FOR EXPORT

In introducing the subject of Grades for Export I feel we should first congratulate ourselves in that the Poultry Division of the Department of Agriculture at Ottawa were so courteous, reasonable and even generous in the interpretation and enforcement of the regulations governing sales of eggs for export last year. I am sure they did their very best to co-operate with the exporters and I am also sure that their assistance was fully appreciated by the exporters.

Unfortunately, Government grading of eggs was introduced at a difficult time as far as it applied to the export trade. We practically had no export trade last season and we are, therefore, unable to profit by the year's experience to the extent that we otherwise would. We have, however, the experience of putting up eggs under the different grades and I believe we have found some of the strong and weak points of the system.

There are two main objects in grading eggs for export:—

1st—Improvement in quality, and
2nd—A standard of quality upon which to trade.

We are more than ever convinced that the principle is right—that the purchaser in Britain is entitled to some assurance that the quality will be as represented. This is the fundamental idea—The dependability of Canadian grading.

Improvement in quality will necessarily follow as the standard adopts better commercial methods of handling, transportation, storage, package, etc. But the improvement in quality must be economically sound. That is, our ultimate aim must be to secure the highest possible return for the capital and labor expended. We do not want to aim at perfection, regardless of cost. That is too altruistic. We are more interested in securing the highest return for our services.

To improve the quality at too great a cost is economically wrong. To grade eggs too closely is to select a small percentage of the finest eggs at the expense of the remainder which is the larger portion. If you take out one-quarter of your eggs to sell as fancy and thereby lower the value of the remainder by a cent a dozen, you must sell the one-quarter of fancy eggs at four cents per dozen more in order to break even, and then you are out the time and trouble of grading and marketing the fancy stock. And you have not improved the quality of a single egg. You have simply separated the good eggs from the better eggs. And if you have not increased the market value by the process you have wasted your time and effort.

Our experience with grading for export this year is just that. We have spent too much time and money in taking out eggs that might be considered inferior and have not thereby improved the selling value of our eggs. We are too careful to have no hair splits, watery, or slightly soiled eggs amongst our export extras. Such eggs will sell on the British market as well as here; they are certainly wholesome food and are altogether likely to keep until marketed under normal conditions. Under our present grading we are compelled to expend too large an amount of labor to get these eggs out and I question very much whether we improve the eggs exported to any appreciable extent. I don't believe the eggs that we, personally, exported this year would sell for any more money on the British market than those we exported last year. I mean that by taking out the few inferior eggs this year we did not improve the general quality to any appreciable extent.

Now, from the point of view of quality, it is generally agreed, that there are two places where eggs should be carefully candled—and only two. One is when the eggs are placed in storage. Certain eggs will not keep well in storage and should not be put in. Some eggs, such as leaky and moldy, will even spoil other eggs near them in the case. It is obviously, good economics to prevent these eggs going into storage.

The other place where eggs should be carefully candled is when they are sold to the retail trade for immediate consumption. Here the eggs are within a few days of reaching the housewife and are not likely to deteriorate very much before they are actually used. Here is where eggs should be carefully graded so that those who are willing to pay for the very best quality may be encouraged to do so and at the same time no unwholesome eggs be permitted to get into the retail trade and thereby cause disfavor. We must not lose sight of the fact that notwithstanding our careful grading for export, our eggs are all again re-candled before being sold to the retailer in Britain.

Apart from these two places eggs should not be candled and graded without very good reason, because each candling and grading tends to lessen the strength and quality of each individual egg. Especially is this so when eggs are taken out of storage at a temperature of 29 F. and candled in a room of about 70 F., thereby causing a very heavy sweating of each egg.

All that can be gained by candling at other times is slight saving in transportation (which is insignificant) and satisfaction to the purchaser. But satisfaction to the purchaser is, with us, a very important matter.

We have, therefore, two objects that are rather opposed. One to grade as little as possible between dealers and the other to make each sale subject to grade and possible recandling and regrading.

Could we adopt the United States method of selling on the Inspection report we would avoid much of the difficulty of grading. But in the export trade the seller is here and the purchaser is over in Britain and it would be difficult to send inspector's reports upon each inquiry and have the sale made on the basis of such reports. This would seem to be the ideal method for home trading, but it is not practical for the export trade.

How then can we accomplish the two objects that are apparently so opposed? We can't. We must compromise. We must take the best from each. I think we can do this by retaining the grades but allowing more latitude within them and by having the inspector's report show the exact quality of the sample.

I believe it is the opinion of those who exported eggs during the past season that our grades for export lean too much to the side of fixed grades and that it is too difficult to bring any specific lot of eggs within any one grade. We should have more leeway within these grades and the inspector's certificate should show the quality of the eggs within the grade; and a copy of the inspector's certificate should be sent to the purchaser. The certificate should show the number of very small, dirty, cracked or other inferior eggs in the sample.

There are a few strong arguments in favor of more latitude within the grades for export.

The Canadian Produce Association was still in session as CANADIAN GROCER goes to press. The balance of the report of proceedings will appear next week.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 12.—A five-cent decline has been made on new-laid eggs; they may go much lower. Live hogs are higher this week. There is a slight reduction in roast hams, but no changes were made in cattle or sheep prices. It is expected the markets will rule firmer for cattle. Lard and shortening are both lower, and the selling of lard in particular has been forced of late, with the supplies rather excessive. Some think there may be a reaction on lard ere long. The butter undertone is a firm one, and cheese and poultry also are very steady, and the prices steadily held. Fish are quiet, and the undertone somewhat easier.

Hogs Up Again, Legs and Shoulders Up

Montreal.

FRESH MEATS.—A reaction has developed in hogs and the market is firmer with abbatoir grade quoted at $17.25 to $17.50; the price of fresh pork is up in sympathy with this movement on hogs.

Fresh beef is ruling without change. There is a steady undertone and recent developments lead packers to feel that a stronger market will develop. Whether export orders are definitely in sight is not defined at the moment but the outlook in this direction seems brighter. The markets were more active last week.

Hogs, Dressed—		
Abattoir killed, small	$25 00	$25 50
Sows		22 00
Hogs (country dressed)	18 00	20 00
Hogs, live	17 25	17 50
Fresh Pork—		
Leg of pork		0 30
Loins	0 33	0 35
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	
Trimmed shoulders	0 24½	0 25
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 20 $0 26 .Hind quarters	$0 18	$0 23
0 14 0 18 .Front quarters	0 14	0 16
0 28 0 35 .... Loins	0 25	0 28
0 20 0 26 ..... Ribs	0 20	0 24
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 27	0 26
Lambs—fresh killed	0 26	0 28
Do., frozen	0 26	0 27
Sheep		0 20

Cured Meats Hold in Fair Demand

Montreal.

CURED MEATS.—The market is held and changes of any kind are lacking. There is some movement of hams, and while bacon is always selling steadily there is no great change in this commodity.

Hams—	
Medium, smoked, per lb.—	
(Weights) 10-16 lbs.	0 36
16-20 lbs.	0 36
20-35 lbs.	0 34
Backs—	
Plain	0 43 0 44
Boneless, per lb.	0 46 0 47
Bacon—	
Breakfast, per lb. (as to qual.)	0 38 0 45
Roll, per lb.	0 33½ 0 34½
Dry Salt Meats—	
Long clear bacon, ton lots	0 28 0 28½
Long clear bacon, small lots	0 28½ 0 29
Fat backs, lb.	0 29½ 0 30
Barrel Pork—	
Canadian short cut (bbl.)	52 00 54 00
Clear fat backs (bbl.)	56 00 58 00
Short cut clear pork (bbl.)	50 00 52 00
Heavy mess pork (bbl.)	49 00
Bean pork (bbl.)	47 00

Cooked Hams 50c, Sales Limited

Montreal.

COOKED MEATS.—There is but one change in the cooked meat list this week, —that for roast hams. These are quoted at 50c per pound, a reduction of one cent. Retail sales are steady.

Head cheese		0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 48
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast	0 50	0 54
Shoulders, roast	0 46	0 52
Shoulders, boiled		0 44

Lard Quoted 27c, Might React

Montreal.

LARD.—Buying has been only fair. Prices this week are down to 27c per pound for tierces. That this may be the lowest level reached at the present time is suggested by one large produce man. Some look for a firming market and this seems to be suggested by the possibility of big business developing from an outside source. The week, therefore, may have some real developments, and if so, these are not unlikely to be of a firming nature.

Lard, Pure—	
Tierces, 400 lbs., per lb.	$0 27
Tubs, 50 lbs.	0 27¼
Pails, 20 lbs., per lb.	0 27½
Bricks, 1 lb., per lb.	0 28½

Shortening at 24c, Follows Lard

Montreal.

SHORTENING.—Following the trend of lard, shortening is quoted down this week and is selling at 24c per pound in tierces. There is a fair trade for it although a great many are buying lard on the low price basis obtaining now.

Tierces, 400 lbs., per lb.	0 24
Tubs, 50 lbs.	0 24¼
Pails, 20 lbs., per lb.	0 24½
Bricks, 1 lb., per lb.	0 25½

Some Sales Made of Margarine

Montreal.

MARGARINE.—There is a certain demand for margarine and the basis is steady and unchanged. Many are using this commodity, but the wholesale output is not heavy. Retail dealers have very largely come to buy this line frequently, rather than in large amounts at one time.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.		0 30

Creamery Butter Active; Unchanged

Montreal.

BUTTER.—Creamery butter sales are maintained each week; fifty-three cents a pound is the lowest quotation and at this is steady.

Some fresh roll dairy butter has appeared in the market.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Cheese Will Sell When Lent Comes

Montreal.

CHEESE.—There has been a steady demand for cheese at full prices and retailers are selling a regular amount from week to week. This selling will be stimulated, however, with the arrival of Lent, and there will continue to be a firm market, very probably, until the opening of the season next Spring. Supplies here, in any case, are pretty well reduced, although no shortage is reported.

Cheese—	
Large, per lb.	$0 28½
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

Substantial Decline in Egg Prices

Montreal.

EGGS.—The market is very much lower, 55c being quoted on new laids, and the tendencies are so much downward from day to day that quotations become out of date almost before they are printed. The Chicago market has been as low as 35c and one interested operator looks for another big slump. True it is that Chicago is getting more eggs forward than can be readily handled and there is, on the other hand, such an improved egg production in Canada that all the requirements seem to be met from home stock. This is unusual, and one produce man stated that the production of the past few weeks was much in excess of that in any season he could recall.

New-laids	0 55
Selects	0 50
No. 1	0 47

Poultry Holding Firm, Unchanged

Montreal.

POULTRY.—There are no definite price changes in the poultry list this week but the basis is a firm one. If it were possible to secure freezer space now, prices would advance, for there has

been an enquiry for supplies from overseas. It may be that space will be available ere long and if so, the market is bound to firm. Last week's market was very active.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Fish Sales Light, Supplies All Right

Montreal.

FISH.—There is no change of price this week although tendencies are somewhat easier. The weather conditions are stated as being responsible for the somewhat quiet condition of the markets and supplies in jobbers' hands are therefore ample, and in some cases they are large. The arrival of Lent will make a difference, and supplies will very likely begin to move forward in anticipation of this very soon.

FRESH FISH

Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	0 20	0 22
Live lobsters	0 65	0 70

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 07½	0 08
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	....	0 14
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	....	0 15
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07	0 08
Sea Herrings	0 17½	0 08
Steak Cod	0 09	0 09½
Smelts, No. 1, per lb.	0 16	0 17
Smelts, No. 2, per lb.	0 13	0 14
Smelts, extra large	....	0 24
Lake Trout	0 18	0 19
Tom Cods, per bbl.	....	5 00
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 07	0 07½

SALTED FISH

Codfish—	
Codfish, large brl., 200 lbs.	$22 00
Codfish, No. 1, medium, brl., 200 lbs.	20 00
Codfish, No. 2, 200 lb. barrel	18 00
Pollock, No. 1, 200 lb. barrel	15 00
Codfish, strip boneless (30-lb. boxes) lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Pickled Fish—	
Herrings (Scotia) barrel	13 00
Mackerel, barrel	34 00
Salmon, Labrador	27 50
Sea Trout	24 50
Oysters—	
Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids) 2 50	2 60
Can No. 3 (Solids) 7 25	7 50
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40
Sundries—	
Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75

ONTARIO MARKETS

TORONTO, Feb. 12.—Live hogs seem to be moving towards higher levels again, and the effect on fresh cuts, though not yet apparent, will undoubtedly respond to these changed conditions. Beef is firm, and reports indicate that business handled by butchers has been very heavy. Butter is easier, and eggs have declined substantially. Some lines of fish are also easier. The colder weather seems to have stimulated business somewhat.

Live Hogs Move Higher; Beef Firm

Toronto.

FRESH MEATS.—Live hogs have moved higher again, and whereas the effect in actual quotations on fresh cuts of pork is not yet noticeable, a firmer undertone has developed. Beef generally has held its own with lambs and sheep quoted at slightly higher levels. There is a better feeling in the trade generally.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.		$25 00
Live, off cars, per cwt.		16(75
Live, fed and watered, per cwt.		17 00
Live, f.o.b., per cwt.		15 75
Fresh Pork—		
Legs of pork	0 27	0 28
Loins of pork, lb.	0 34	0 35
Tenderloins, lb.	....	0 40
Spare Ribs, lb.	....	0 18
Picnics, lb.	0 19	0 21
New York shoulders, lb.	....	0 23½
Montreal shoulders, lb.	....	0 24½
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 28
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	....	0 28
Do., short, lb.	....	0 32
Hips, lb.	....	0 22

Cow beef quotations about 2c per lb. below above quotations.

Calves, lb.	....	0 26
Lambs, whole, lb.	....	0 27
Sheep, whole, lb.	0 20	0 22

Above prices subject to daily fluctuations of the market.

Hams Decline; Firmer Tone Noted

Toronto.

PROVISIONS.—Lower prices have been named in some quarters on hams, but with the live hogs tending upwards a firmer undertone to cured meats may be noted. Business is fairly good, and whereas heavy buying is not noted, repeat orders are coming along, indicating a good healthy condition in the trade.

Hams—		
Medium	$0 33	$0 34
Large, per lb.	0 31	0 33
Backs—		
Skinned, rib in	0 44	0 46
Boneless, per lb.	0 48	0 49
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 46
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	....	0 28
Do., aver. 70-100 lbs.	0 25	0 28½
Fat backs, 16-20, lb.	....	0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	50 00	54 00
Pickled rolls, bbl., 200 lbs.	49 00	52 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Show No Change

Toronto.

COOKED MEATS.—No change is recorded in quotations on cooked meats this week, with a fairly steady demand in evidence. Range of prices follows:

COOKED MEATS

Boiled Hams, lb.	$0 49	$0 50
Hams, roast, without dressing, lb.	0 52	...
Shoulders, roast, without dressing, per lb.	0 47	0 49
Head Cheese, 6s, lb.	....	0 16½
Meat Loaf with Macaroni and Cheese, lb.	....	0 29
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.	....	0 32
Veal and Tongue, lb.	....	0 25

Above prices subject to daily fluctuations of the market.

Lard Steadier; May Move Up

Toronto.

LARD.—A steadier tone is noted in the market on lard and that prices may stiffen slightly seems a prospect. A little better movement is reported.

Lard, tierces, 400 lbs., lb.	$0 27	$0 28

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Holds at Firm Levels

Toronto.

SHORTENING.—In sympathy with the firmer tone on other products, shortening is strong this week though prices are unchanged. The sale is improved. Quotations being made to the trade, tierce basis, per pound, are: Easifirst, 26¼c; Domestic, 26c; Peerless, 25½c; Cotasuet, 25½ to 25¾c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb.	$0 25½	$0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

More Interest Noted in Margarine

Toronto.

MARGARINE.—There is somewhat more interest being shown in margarine and some sources report a bigger volume of business being done in this line. Prices have held without change during the week at the figures shown below.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Easier, Prices Lower

Toronto.

BUTTER.—A somewhat easier tone has developed in respect to butter. This seems to be in sympathy with the American market as it would appear that stocks held for the Canadian trade are none too heavy. The decline all around ranges from 1c to 2c per pound.

Butter—		
Creamery prints (storage)	$0 52	$0 53
Creamery solids (storage)	0 51	0 52
Creamery prints (fresh made)	....	0 54
Creamery solids (fresh made)	....	0 52
Dairy prints, fresh separator, lb	0 46	0 48
Dairy prints, No. 1, lb.	0 44	0 46

Eggs Still Lower; Storage Cleaned Up

Toronto.

EGGS.—Eggs declined to still lower levels this week and whereas supplies are coming through quite plentifully, there is a much better consuming demand to be taken care of. Storage No. 1 eggs are pretty well cleaned up, and stocks now offering are quoted at 50 cents per dozen.

Eggs—		
New-laids, in cartons, doz.	$0 55	$0 57
New-laids, doz.	0 53	0 55
Storage, No. 1, doz.	....	0 50
Splits and No. 2, doz.	0 45	0 47

Cheese Prices Ruling Strong

Toronto.

CHEESE.—Cheese rules with a very firm undertone and stocks of some grades are by no means too heavy. The demand is very good and dealers are quite satisfied with the outlook.

Cheese—		
New, large	$0 28¾	$0 29
Stilton (new)	0 30½	0 31

Twins, ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Arrivals Fresh Stock Fall Off

Toronto.

POULTRY.—Receipts of poultry have fallen off materially during the past week, and indications are that arrivals will be still further curtailed during the coming week. This will mean that storage stocks will move forward with greater briskness and dealers will be glad this condition prevails. There has been no change in the quotations this week.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$....-$0 32	$....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 20	....- 0 25
Fowl, 4 to 5 lbs., lb.	0 23- 0 25	0 25- 0 28
Fowl, over 5 lbs., lb.	0 26- 0 28	0 28- ....
Fowl, under 4 lbs., lb.	0 17- 0 20	0 20- 0 23
Chickens, under 5 lbs., lb.	....- 0 23	....- 0 28
Chickens, over 5 lbs., lb.	....- 0 25	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

	Dressed
Hens, light	$0 30 $0 32
Do., heavy	0 32 0 34
Chickens, spring	0 33 0 38
Ducks	0 35 0 40
Turkeys	0 45 0 46
Geese	0 25 0 28

Fish Prices Show Declines

Toronto.

FISH.—There have been some further declines recorded in fish this week. No. 1 Smelts are down to 12 cents per pound, and No. 2 are quoted at 8 cents per pound in some quarters. Quail on toast is easier at $4.10 per case. Other declines noted are on Bloaters which are quoted at $1.50 per box, Digbys at $1.85 per bundle, boneless at $2.50 per box, and medium Kippers at $1.50 per box. Other lines show little change from quotations prevailing last week. A complete list follows:

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	....	0 08
Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	0 16	0 17
Digby Chicks, bdle.	1 85	1 90
Boneless Digbys, box	....	2 50
Haddies, chicken	0 08½	0 09
Do., fillets, lb.	....	0 16
Do., Finnan, lb.	....	0 14
Herring, Kippered, box	1 50	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 10	0 10½
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 06	0 07
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 07½	0 08
Do., small, case, 200 lbs., lb.		0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 07	0 08
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 08	0 10
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	0 25	0 26
Tomcods, lb.	....	0 07
FROZEN LAKE FISH		
Herrings, Lake Superior	0 04½	0 05
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 10	0 10½
Whitefish, lb.	0 14	0 15
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Herring, Labrador, bbl.	....	13 75
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 80
Do., Lake, keg	7 00	7 25
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tablets, cs.	4 10	4 20
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg		13 50
OYSTERS, No. 3 size package (2½ gallons)		9 50
Do., No. 5 size package (4 1-6 gallons)		15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count		13 00

WINNIPEG MARKETS

Provisions Firmer; Butter, Eggs Weak

Winnipeg.

PROVISIONS. — Jobbers report a strong undertone in the provision market, caused by the fact that the United States Government has set a price of 17½c for Fearman hogs. Provision prices are steady, with a weakness notable in butter and eggs.

BUTTER.—A weakness is apparent in the butter market. Very little dairy butter is available. Prices are steady and unchanged; No. 1 Creamery 45c; No. 2 Creamery 43½c; Dairy, 33-34c.

EGGS.—The egg market is easier due to heavier receipts coming on the United States market. United States eggs are now on the Canadian market and are selling at 65c-68c for new laid stock. The egg market is expected to decline from now on.

Hams		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.		0 33
Bacon		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.		52 00
Lard, Pure		
Tierces	....	0 30
20s		6 30
Cases, 5s		18 52
Cases, 3s	....	18 60
Compound—		
Tierces		0 25½
Tubs, 50s, net		12 87
Pails, 20s, net		5 40
Cheese		
Ontario, large fresh	...	
Manitoba, large fresh	...	
Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2	...	0 43½
Margarine	0 31	0 32
Eggs—		
New-laid, doz.	0 65	0 68

Better Demand Noted For Fish

Winnipeg.

FISH.—A return of colder weather has stimulated fish trade. Dealers are well stocked and with a good demand the market is very firm at following quotations:

LAKE FISH		
Whitefish (cleaned), lb.	....	0 13½
Whitefish (frozen), lb.	....	0 12½
Pickerel, lb.	....	0 12½
Pickerel Fillet, lb.	....	0 35
Frozen Trout, lb.	....	0 18
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Frozen Goldeye, lb.	....	0 07½
Speckled Trout, lb.	....	0 35
SEAFISH		
Frozen Halibut, lb.	....	0 22
Fresh Halibut, lb.	....	0 23
Frozen Salmon, lb.	....	0 23
Frozen Mackerel, lb.	....	0 18
Red Carp, lb.	....	0 09½
Sable Fish, lb.	....	0 12
Haddock, lb.	....	0 10
Soles, lb. (50-100)	....	0 08
Soles (less)	....	0 08½
Plaice, lb.	....	0 08
Skate, lb.	....	0 08
Smelt, lb.	....	0 18
White Salmon, lb.	....	0 16
SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.	....	0 16
Finnan Haddie (15-lb. boxes, lb.	....	0 16½
Smoked Goldeye, lb.	....	0 17
Smoked Codfish, lb.	....	0 20
Smoked Fillet (15-lb. boxes), lb.	....	0 22
Bloaters (25-lb. boxes), case		2 85

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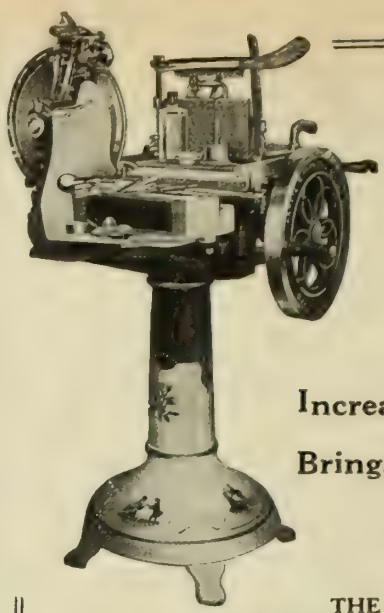

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Correspondence Solicited

Charlottetown, P.E.I.

Mr Pomeroy, of Auld Bros., Ltd., will attend the Canadian Produce Association meeting at Toronto, Feb. 11-12.

OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited

WALKERVILLE, ONT.

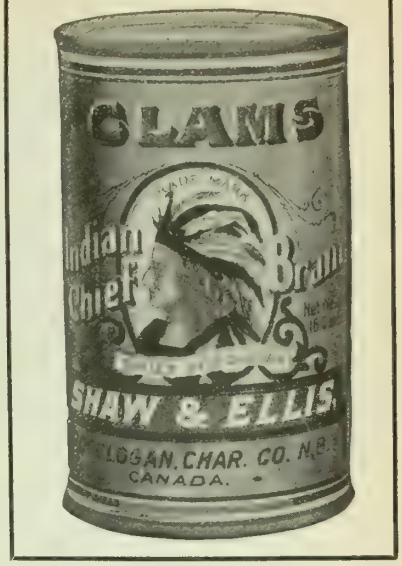
A Leader For Your Fish Department

"Indian Chief" Brand Clams

A sea food of exceptionally nourishing and pleasing quality—a sweet, pure, wholesome food, you cannot offer your customers a better article in this line of sea foods.

These clams are ready cooked. When heated to a simmer they are ready to serve.

This is a line which the customer will appreciate; and this is a line which will bring you good profits. Put "Indian Chief" Brand Clams on your next order.



Supremely Popular

Shaw and Ellis, Pocologan, Charlotte Co., N.B.

Canadian Food Control License No. 1-718

The Heinz reputation for purity, cleanliness and real food value, guards the quality of

HEINZ
BAKED BEANS

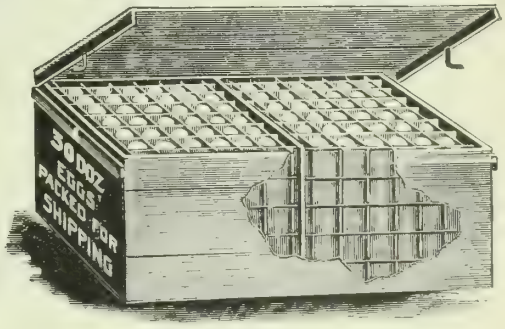
Display this wholesome and nutritious food product with advertising cards and recommend it to your customers.

Baked Beans with Pork and Tomato Sauce
Baked Pork and Beans without Tomato Sauce.
Baked Beans in Tomato Sauce without Pork

57

All Heinz Goods Sold in Canada are Packed in Canada.

THE MILLER BROS. CO., LIMITED

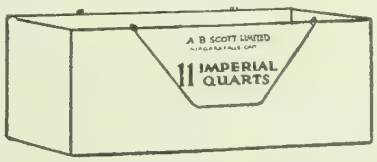


Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

BUY

BUTTER BOXES, EGG CRATES
and
BASKETS

Your customers will buy them if you take the trouble to introduce them.



3-qt., $4.50; 6-qt., $6.50; 11-qt., $8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario

Are You Selling Schneider's Quality Hams

(Mild Cure)

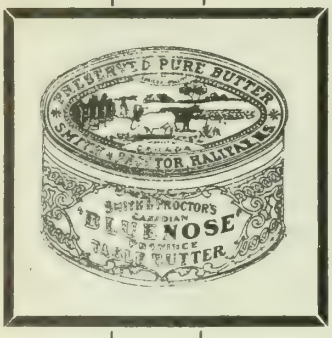
We guarantee the quality. You take no risk—if they do not satisfy return them.

Try them and see the bigger business they will bring you.

J. M. Schneider & Sons, Ltd.

KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.



Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

Our 5c and 10c Easter specialty Eggs will exceed the sales of the past

Composed of a solid cream centre, chocolate covered, neatly decorated.

Baines

Baines Chocolates
Maple Products
Cream Sugar

BOOK YOUR REQUIREMENTS NOW

BAINES, LIMITED

344 Delorimier Ave. - MONTREAL

NO-VARY

Quality Groceries

Once she tries No-Vary Products she will use them by preference

Pleased customers make sales easier. That's why it pays Mr. Grocer to recommend food products of dependable quality and goodness.

Have you yet to get acquainted with the selling value of the No-Vary lines? Any of the undermentioned wholesale jobbers can cover your requirements promptly.

Join the ranks of the aggressive dealers who are selling these lines of supreme quality No-Vary Foods by getting in touch with the wholesale house nearest your store.

"If it's No-Vary it's always good"

Brandon Grocery Co., Ltd.	Brandon, Man.
Camrose Grocery Co., Ltd.	Camrose, Alta.
Medicine Hat Grocery Co., Ltd.	Medicine Hat, Alta.
Moose Grocery Co., Ltd.	Moose Jaw, Sask.
MacLean Grocery Co., Ltd.	Regina, Sask.
Red Deer Grocery Co., Ltd.	Red Deer, Alta.
Swift Current Grocery Co.	Swift Current, Sask.
Simington Co., Ltd.	Calgary, Alta.
Weyburn Grocery Co., Ltd.	Weyburn, Sask.
Yorkton Grocery Co.	Yorkton, Sask.

No-Vary Products Co., Ltd.
WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.

The
Financial Post
THIS WEEK

ON "OTTAWA'S DUTY TO BUSINESS"

"Let us emphasize the situation. Industry and business are in a good, sound position so far as the present is concerned. It is the future which causes apprehension. We believe that labor and price problems can be solved if other factors for uncertainty are removed and public opinion remains reasonably rational. But capital looks to the Government for some reasonable assurance of fair treatment and until that assurance is given there will be a tendency to mark time. While capital marks time there will not be any industrial progress or general development, because any such expansion requires money. The investor cannot expect to devote his funds to any enterprise which does not give reasonable guarantee as to security and a fair income."

ON THE TARIFF PROBLEMS

"We cannot but conclude that the farmers' great grievance is not the tariff but the combination of financiers and manufacturers; all through the speeches and all through the conversations, that thought continually cropped out. They frankly admitted that a tariff was necessary as a means of raising revenue, and that it might be necessary for the upbuilding of industries based upon Canada's natural resources, but if the tariff was to be used to enable a few groups of manufacturers to extort high prices, then they were prepared to smash the whole tariff.

"This antagonism is not confined to the farmers alone; it is the opinion of the country generally. And the public are not holding the Government blameless. Cabinet Ministers have winked at or frankly supported these supposedly powerful combinations."

Besides the important articles from which the above quotations are made, THE POST this week deals with the following amongst

OTHER SUBJECTS OF INTEREST

Canada Faces Shipbuilding Loss
Outlook for Flour Mills Grows Serious
Textile Mills Have Enlarged Field in Canada
Trade Combines and the Public
Think Profit of Manufacturers Too High
Fewer Changes in Montreal Leases to Take Place
The Mortgage Situation in the Northwest
Toronto Rails Earnings Went Largely to City
Attitude Towards Public Utilities is Bolshevism
Provincial Paper Mills Are Probed
St. Lawrence Mills Again Operating
Cobalt Mining Co. to Acquire a B.C. Property
Detroit United Up $1,500,000. Net Declines
B.C. Permanent Co. Reduced Expenses
Bond Market Was on the Quiet Side During Week
Business Men Settle Police and Fire Terms
Graduated Taxes Are Favored in City of London
Mutual Life Adds 65.5% of New Business
Manufacturers' Life Has Splendid Year
Ukrainians of Canada Want Say in Peace
Banks Discuss Reciprocity as Financial Factor
Reconstruction for Cripples on Economic Lines
Gold and Credit and Problems of Reconstruction

Fill in this Form and keep in Touch with Canadian Affairs

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price $3.00 per year on receipt of bill or you may draw on me for this.

Name .....

Address .....

.....

C.G.

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

When answering Advertisements please mention Canadian Grocer

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want —if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

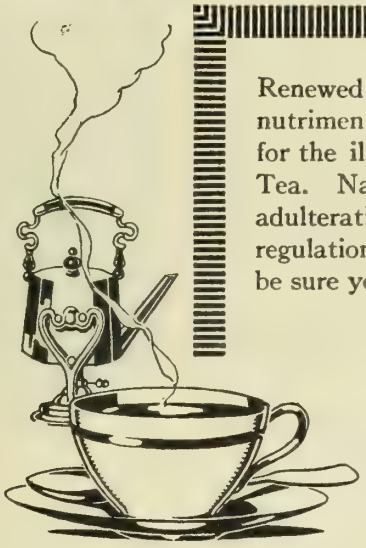
Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

"Tea tempers the spirit, awakens thought and refreshes the body."

14

The delicious flavor of this wholesome beverage will make fast friends of tea drinkers everywhere. You can win increased customer confidence and secure larger profits by pushing this high quality natural green leaf.

Your wholesale carries Japan Tea.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.

Rock City Tobacco Co., Ltd.

Reducing the selling effort

Food products put up in a tempting, eye-catching way are good time-savers for the grocer, because their appearance prompts the sale.

And when you add to this good appearance the assurance of freshness and full flavor that the Anchor Cap Seal guarantees, you will see the advantages of insisting upon Anchor Cap Seals on all stocks of food products in glass.

Anchor Caps will prevent profit leakages in leaky jars or mouldy deteriorated goods. Specify them on your next purchases.

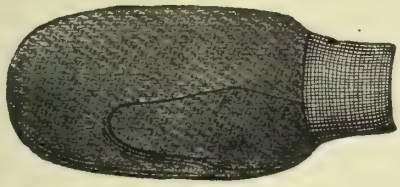
Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

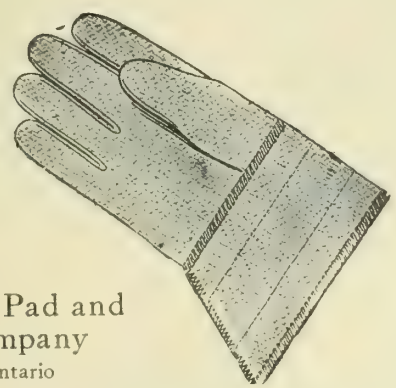
TAPATCO
REGISTERED TRADE MARK
BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario

Finds a Ready Sale!

Because of its high-class economical qualities. Used by all good housewives who believe in the superior value of COW BRAND BAKING SODA.

Cheapest becomes Best!

Church & Dwight, Limited
MONTREAL

If any advertisement interests you, tear it out now and place with letters to be answered.

That pure, good Salt that your good customers want—

Century SALT

Made by improved vacuum process. Well advertised. Well liked everywhere.

For "something special" offer SIFTO—it flows freely in all weathers.

If your jobber cannot supply you, write to

DOMINION SALT CO., LTD., SARNIA, ONT.

Manufacturers and Shippers

Ask us for

Butter Boxes

and

Tubs

Egg Carriers

Brooms

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$ 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts.. Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.

Lunch Ham—1s, $7.40; 2s, $14.50.

Ready Lunch Beef—1s, $4.90; 2s, $9.

English Brawn—½s, $2.90; 1s, $4.90; 2s, $9.90.

Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.

Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.

Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.

Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.

Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.

Geneva Sausage—1s, $4.40; 2s, $9.40.

Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.

Roast Mutton—$7.25; 2s, $14.50; square cans, $48.00.

Roast Mutton—1s, $7.25; 2s, $14.50; 6s, $48.

Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.

Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.

Cooked Trips—1s, $2.90; 2s, $4.90.

Stewed Ox Tail—1s, $2.40; 2s, $4.40.

Stewed Kidney—1s, $4.40; 2s, $8.40.

Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.

Sausage Meat—1s, $3.90; 2s, $7.80.

Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.90.

Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.

Jellied Hocks—2s, $9.90; 6s, $30.00.

Irish Stew—1s, $2.90; 2s, $5.80.

Cambridge Sausage—1s, $4.40; 2s, $8.40.

Boneless Chicken—½s, $5.90; 1s, $9.00.

Boneless Turkey—½s, $5.90; 1s, $9.00.

Ox Tongue—½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45.

Lunch Tongue—½s, $3.90; 1s, $6.90.

Beef Suet—1s, $6.40; 2s, $12.40.

Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.

Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.

Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.

Make Your Customers Know That YOU Know

If customers always knew the right thing to buy they would not ask the expert advice of their grocer. When advice is asked, the grocer must be in a position to recommend the very BEST article. If he does not know, or knowing does not recommend it, he is betraying his trust. If you persuade your customer, whether against his will or not, to buy the BEST, he will soon come to know that YOU know what you are talking about, and will TRADE with you. When your customers complain that their hens don't lay, recommend Chicken Chowder. When they ask your advice you are backed up by our guarantee and can recommend—

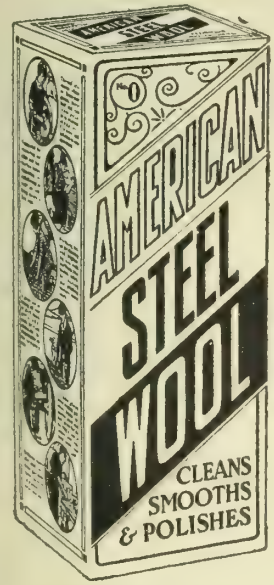
PURINA
SCRATCH FEED
AND
CHICKEN CHOWDER

to the limit. These two poultry feeds contain ingredients which are not contained in sufficient quantities or the proper proportion in ANY OTHER FEED, "home-made" or otherwise. PURINA feeds are GUARANTEED to greatly increase egg production, to wonderfully facilitate moulting, and rapidly put bone and meat on chicks. There is something absolutely magical in the way chicks thrive on PURINA CHICK FEED and CHICKEN CHOWDER. Sold only in Checkerboard Bags.

THE CHISHOLM MILLING CO., LIMITED
8 JARVIS STREET, TORONTO
CANADA FOOD BOARD CEREAL MILL LICENSE No. 4-198

American Steel Wool

Cleans, Smooths and Polishes Anything and Everrthidg



Original Package in Red, White and Blue

"My Right Hand in the Home" — The Aluminum Cleanser.

No labor lost in using American Steel Wool! Use a soft wad of these steel shavings, to clean aluminum, Pyrex, copper, enamel and other cooking utensils, windows, glassware, marble ornaments, etc. No gloves are necessary. **Six grades and each the best for a special use:**

The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**

You will make a profitable investment when you stock this line.

Have your jobber supply your requirements.

W. J CHAMBERS & Co.
Sole Agents, 44 Scott St., Toronto

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

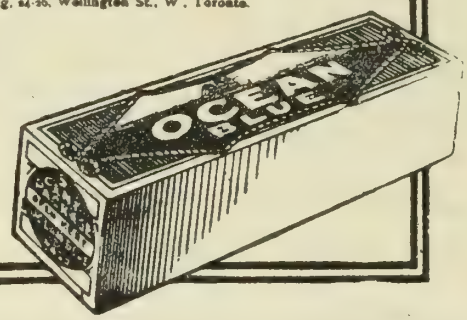
Don't hide the fact that you sell

OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,
The Gray Building, 24-26, Wellington St., W., Toronto.



Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

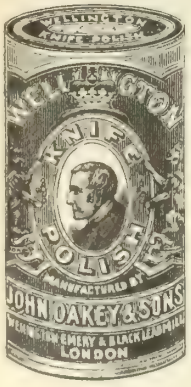
"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

AGENTS:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

Chili Sauce (red and gold label)—Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables, 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese ½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.40; 1s, $3.90
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40
Potted Meats (Assorted)—¼s, 85c.; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40.
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40:
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass) — ½s, $8.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter—¼s, $1.40; ½s, $1.90; 1s, $2.30; in pails, 5s, 29c. 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches Boxes	Cents
40 lbs. Canada Laundry	.09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	.09¾
200-lb. bbls., No. 1 white	.09¾
30 lbs., Edwarsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¾
100 lbs., kegs, Silver Gloss, large crystals	.10¾
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 15 cartons, case	1.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¼
40 lbs. Canada Pure or Challenge Corn	10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.20

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 38½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.30

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD
MAGOR, SON & CO., LTD.

	Doz
Robinson's Patent Barley—	
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Tancy Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.35
Creams, Black and Tan	1.35
White Cleaner	1.35

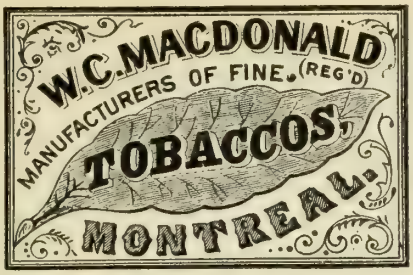
IMPERIAL TOBACCO CO. OF CANADA, LIMITED.
EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 9s, 2-lb. cartons	1 12
Master Workman, bars, 7s 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	2 10
Cleanser (Kosher), cs. 50 pkgs.	2 10
Pure Lye, case of 4 doz.	5 95



Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING
- "BRITISH CONSOLS"
- "INGOTS" (Rough and Ready)
- "BRIER"
- "INDEX"

PLUG CHEWING
- "PRINCE OF WALES"
- "NAPOLEON"
- "CROWN"
- "BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS **MONTREAL**

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

Who Has Not Heard of Vol-Peek?

THE BIG MONEY MAKER

MENDS pots, pans, graniteware, tinware, enamelledware, etc., at a cost of ½c each mend. Quick, effective, and permanent. Easy to use—no tools needed — just like putty — hardens in 2 minutes.

SELLS easily and earns big profits. Bright colored stand containing 24 packages costs you $2.25—sells at 15c a package. Advertising matter shipped with your order. VOL-PEEK is advertised all over Canada. Send an order for one or more stands—write!

From your jobber or

Vol-Peek Mfg. Co.

P.O. Box 2024 **Montreal, Que.**

If any advertisement interests you, tear it out now and place with letters to be answered.

Are You Alive

to the selling possibilities of this fascinating new fish food?

CHICKEN HADDIES
REGISTERED

CHICKEN HADDIES

—a delicious fillet of prime young fish packed in a sanitary container.

Order a trial case from your wholesaler to-day.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION LIMITED

Head Office and Sales Dept.
Montreal

Plants at Canso, N.S., and
Digby, N.S.

Packers of the celebrated Maple Leaf Canned Codfish Flakes

If any advertisement interests you, tear it out now and place with letters to be answered.

COFFEE

We are specialists in the Coffee line. Have our own roasting plant and—if we do say it ourselves—we are making it a success. It fits in with our regular business and consequently we don't have to put on more than a moderate advance for our profit. We put out all grades but there is one that we take pride in and give extra attention—the Monarch Blend—and aim to make it as good as possible. For this purpose we search the coffee world for the highest quality and always keep stock enough to guarantee a supply which keeps us from having to go out and pick up anything that's available at the time wanted. Consequently our Monarch Coffee is always uniform and always the best. You just try this Monarch Coffee—it's a delight. Your customers will be more than pleased and it will be a magnet to draw other trade to your store.

Monarch Coffee	-	**½ lb. tins**	**40**
Monarch Coffee	-	**1 " "**	**40**
Monarch Coffee	-	**5, 10 & 15 lb. tins**	**39**

Send us a trial order.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

Do Your Bit!

BUY W-S-S WAR-SAVINGS STAMPS

DO not think patriotic work is a thing of the past. The great need to-day is to repatriate the returned soldier, and to promote Prosperity so as to solve the problem of the War Burden.

The Dominion of Canada requires your help.

You can be a vital factor in the Government's plan to sell War-Savings Stamps by getting your customers to buy Thrift Stamps.

If they buy the Thrift Stamps from you, they will soon be War-Savers, helping themselves and the country in the great work of Reconstruction.

Put up your Thrift signs, get your stock of stamps, and push the sale among your customers.

Every Bank and Money-Order Post Office carries Thrift Stamps.

SELL THRIFT STAMPS

54

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 60
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 80
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 34
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ⅛s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

6c. LINES

	Toronto Price Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in boxe, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

The Advertiser would like to know where you saw his advertisement—tell him.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

If any advertisement interests you, tear it out now and place with letters to be answered.

New Arrivals

California Pears

Winter Nelles
and
Easter Bueries

California Cauliflower

California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit

Stripes Brand

Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

ORANGES

Fancy California Navels—Finest Flavor, Juicy and Free from Frost

FLORIDA GRAPEFRUIT

Beautiful Color, Firm and Full of Juice

NORTH WESTERN APPLES

Extra Fancy Stock in Boxes.
Best Varieties. Desirable Sizes.

CALIFORNIA

Celery, Cauliflower, etc.
Domestic Vegetables
Potatoes, Cabbage, Onions, etc.

FISH

A Full Supply of Frozen, Salted and Smoked Fish.
Place Your Lenten Order Now.
Our Prices Are Right.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

WE solicit correspondence from manufacturers wanting active and responsible representation for Quebec and large part of the Province. We wish to get in touch with Manufacturers of Peanut Butter, Chocolates, Biscuits, Etc.

An efficient selling organization, with an old established connection with the trade, places us in a position to offer you unexcelled facilities for marketing your products.

WAREHOUSING—Steam heating—STORAGE.

The RELEG Co., Regd.
34 King Street
QUEBEC - CANADA

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

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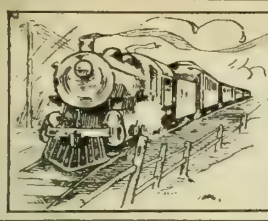


BUYERS' MARKET GUIDE
Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co., Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

All these ads will have position on a live page each week containing reading matter.

HONEY PRICES SHADED

Lower prices have been named in some quarters on buckwheat honey and also on clover honey in 10-lb. tins. The former in 60-lb. tins is being quoted at 21c, a drop of 2c per pound, and the latter at 25c, for 3c per pound below previous figures. The trade in honey is rather dull, and this would appear to be an effort to stimulate sales somewhat.

* * *

Further declines have been recorded in bean prices this week, the Ontario beans being down generally another 50c per bushel. Some sources are quoting what they term a prime white bean at $3.00 per bushel. Lima beans have sagged again and are being quoted as low as 14c per pound. All lines appear to be in plentiful supply, but the demand as yet is still within rather narrow limits.

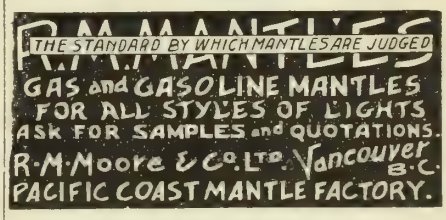
MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

Ship us your
BUTTER, EGGS, POULTRY
Etc.
We pay highest wholesale prices
KAVANAUGH PROVISION CO.
Bleury Street, Montreal
Phone Main 4620, Main 4721, After 7 p.m. Main 1980

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED FOR GENERAL STORE IN SASkatchewan, an experienced grocery clerk. Must be a man with a smile, who can produce results. Good salary if you are the right party. Apply Box 49, Canadian Grocer, Toronto, Ont.

A LARGE PACKING HOUSE REQUIRES THE services of a real, live progressive salesman 23 to 28 years old for country territories. Good opportunity for one who has initiative and selling ability. Reply in own handwriting, stating age, experience, salary expected and perconal description. Box 500, Canadian Grocer.

SITUATIONS WANTED

GROCERY CLERK OPEN FOR POSITION, 16 years' experience. Live salesman, experienced buyer. References. Box 504, Canadian Grocer, Toronto, Ont.

WANTED BY AN EXPERIENCED GROCERY salesman, position in store (capable of taking full charge is desired), town or country. Regina or Moose Jaw district preferred. Robert Jones, Swift Current. Highest references.

WANTED—POSITION AS MANAGER FOR grocery and provision store. First-class English and Canadian experience. Apply Dove, 18 Columbine Ave., Toronto, Ont.

FOR SALE

FOR SALE—MEAT AND GROCERY BUSINESS. Annual turnover $22,000. Stock $2,000. Net profits $2,600. Clear title. Owner giving up business. Apply Box 488, Canadian Grocer, Toronto, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock $9,000.00, but will be reduced to suit purchaser. Turnover $28,000.00. $2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MR. CLERK, HAVE YOU EVER THOUGHT you would like to be able to print up-to-date show cards? Our system by correspondence is thorough and complete, and it takes only a short time to complete the course. Free outfit and easy terms. Write the Art Card Writing Studio, 1766 Hamilton St., Regina, Sask.

WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver-tiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

THIRTY-THREE CASES OF ST. CHARLES Milk (hotel size); will sell for six dollars a case, cash; not delivered. Apply Sheffield Lunch, cor. Yonge and Adelaide Sts., Toronto.

FOR SALE—A USED BOWSER OIL PUMP for kerosene, self-measuring. One used galvanized oil tank, ninety gallons. J. H. Edwards, Carleton Place, Ont.

AGENCIES WANTED

TWO LIVE SALESMEN WITH GOOD CONnections among Grocers, Bakers, and Butchers, are desirous of going into the commission business in British Columbia and are open for good Agencies in that Territory. Apply Box 502, Canadian Grocer, Toronto, Ont.

MERCHANTS' STATIONERY

150 EACH — LETTERHEADS, ENVELOPES, Statements and Shipping Tags—postpaid anywhere in Ontario, $5.00. Other provinces, $5.25. The Farmer's Printery, Beaverton, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want. Ad page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word fofr each additional, with charge of five cents extra per insertion for Box Number.

COLLECTIONS

Let us recover for YOU, some of the money that is outstanding on those numerous accounts of yours.

There is no valid reason why you shouldn't have that money.

Our Service will GET IT FOR YOU. No Collection—No Charge. Established 1909.

The Nagle Mercantile Agency
Westmount (Montreal) Que.

"A Treat to Bake with"

"It's a *pleasure* to feature a product like Davies Pure Lard"

SO say dealers who have been handling this popular line for many years. It sells on *merit*—and it brings repeat sales because it gives satisfaction.

Davies Pure Lard is nothing but extra-fine purified pork fat, perfectly processed and rendered. Nothing added. Every undesirable characteristic taken away.

Result—a pure, white, smooth lard of even consistency—a lard which good cooks everywhere are using because of its uniform quality.

Let Davies Pure Lard build up your trade—just as it is doing for other dealers. It will please *your* customers, too. Let us include a supply in your next shipment.

For Family Trade Davies Pure Lard is put up in 1-lb. Cartons; also in 3-lb., 5-lb., 10-lb. Blue-and-Gold Tin Pails.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal **Hamilton**

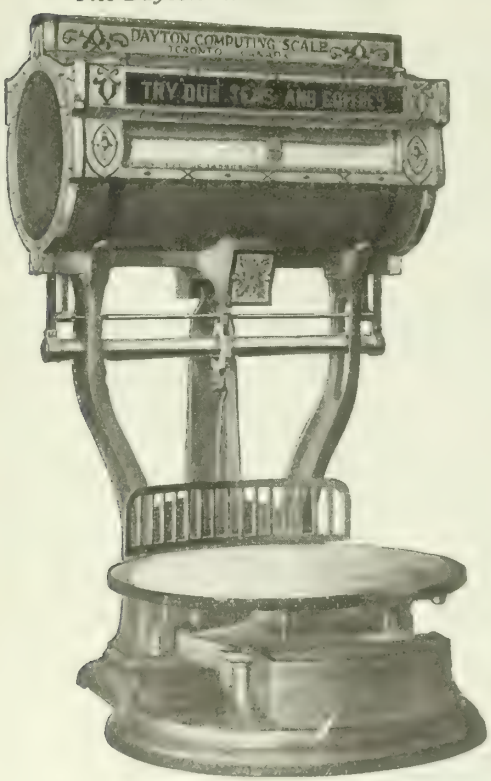
Canada Food Board Packer's License No. 13-50

DAYTON

Automatic Scale

The modern scale of Justice

The Dayton—made in Canada



"If it's a Dayton— it's right!"

We chose this slogan because it tells our whole story in 6 words. And it tells yours.

It means that the Dayton is your guarantee of protected profits—and that you have every good feature that any automatic scale can give you, and several valuable exclusive ones too.

"If it's a Dayton it's Right."

Preach it to your customers. Let them know it's **their** guarantee of a square deal also. They'll appreciate it.

The "Reconstruction Period" demands that you put your store in an efficient condition. Old style scales are not efficient. They give away a big slice of your net profits. A Dayton Scale is the finest investment you can make. The rawest, greenest clerk can use it just as well as the expert. It looks like real progress in your store—and it is!

Let us send you our latest catalogue.

Dayton Computing Scales

Royce and Campbell Avenues
Toronto, Ont.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines

FEATURING ARTICLES FROM QUEBEC MERCHANTS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, FEBRUARY 21, 1919 No. 8

Welch's

"THE NATIONAL DRINK"

Welch's, The National Drink, and Welch's Grapelade are each packed in three convenient sizes.

Welch's is bottled in clean, new bottles only. They are securely packed in wooden cases as follows:

Juniors - -	**4-oz., 72 to the case**
Medium - -	**16-oz., 24 to the case**
Large - - -	**32-oz., 12 to the case**

Welch's Grapelade—a pure grape jam—is packed in enamel-lined tins, which are a perfect protection for the contents. They are filled by machine and are machine sealed without acid or solder.

Packed in cases as follows:

No. 1 - -	**13-oz., 36 to the case**
No. 2 - -	**25-oz., 24 to the case**
No. 2½ - -	**37-oz., 12 to the case**

Have you placed your order for Welch's? If not, let us urge you to order from your dealer at once. The supply is limited.

Canada Food Board { Canners No. 14-272 / Bottlers No. 15-164

The Welch Co., Limited, St. Catharines, Ontario

It Pays to Display O-Cedar

This O-Cedar Display Stand will help you to give O-Cedar its merited prominence on your counter. Free with an order for $27 (net) worth of O-Cedar Products.

This attractive sign for window or counter comes to you complete with cord and lamp, ready to be attached to any electric light socket. Free with an order for $40 worth of O-Cedar Products.

THE other day, a merchant told us he would like to display O-Cedar Products, but he had not room enough. After talking the matter over, however, he came to the conclusion that he couldn't afford *not* to show O-Cedar in one of the most conspicuous parts of his store.

He had forgotten to take into consideration the fact that O-Cedar Products are among his most quickly-moving specialties. Some of the lines he had been featuring most prominently would only sell to an ordinary family about once every ten years. O-Cedar Polish, on the other hand, from six to twelve times a year for the ordinary household.

When you consider the good percentage of profit that you make on each sale of O-Cedar, and multiply that by the number of sales per year to each customer, can you think of any article which better deserves the most expensive display space in your store than O-Cedar Polish, and O-Cedar Polish Mop?

If you, too, have overlooked O-Cedar Products in the arrangement of your store and window display, consider the claims of O-Cedar from the standpoint of possible profits, and you will be sure to look up the conspicuous part for showing this money-making line.

Before this day's work is over, will you instruct your clerks to give O-Cedar "preferred position" in your store?

Order from your jobber.

Channell Chemical Company, Limited

369 Sorauren Ave. - Toronto

Guaranteed

From that very first day in 1857, when Gail Borden conceived the big project of nation-wide distribution of pure milk, the goodness of

Borden's Milk Products

has been unqualifiedly guaranteed.

So to-day, when you offer a customer any one of the Borden Products, you know that you are handing her a line of quality—a delicious, wholesome and economical Milk Product that is sure to satisfy her.

There is a Borden Milk Product for every purpose.

Borden's

Borden's

Borden's

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

Bowes

PURE WHOLE POWDERED EGG

There is a new line which you are going to be asked for repeatedly from now on. We are advertising it extensively, and its merits will soon win the favor of housewives everywhere.

Bowes' Powdered Egg is made from table grade hens' eggs and may be used for anything where eggs are required.

YOU CAN GUARANTEE IT TO THE LIMIT

We guarantee it ourselves and you need not hesitate to give it your strongest recommendations regarding its purity, economy and supreme excellence.

Order From Your Wholesaler
Or Direct

It Works in the Bowl and the Oven

The expert baker knows the value of a thoroughly efficient Baking Powder, that is why we have no hesitation in recommending Egg-O Baking Powder for all the requirements of an expert baker. It will satisfy his demands as it satisfies the demands of most of the big bakers in Canada.

Sold in 60-pound tins—crated in pairs.

The expert baker also knows the value of a double-acting powder. He can make his batch and leave it until the oven is right. And the pastry and cake will yet be thoroughly leavened, even if it has to stand for several hours.

That is the test Egg-O BAKER'S Special has stood.

Egg-O is carried in stock by all jobbers.

EGG-O BAKING POWDER CO., Limited

HAMILTON - - - CANADA

Let us reiterate it--

This Fact—that "Curling" Brand Orange Marmalade will, with a little display, produce selling results and customer-satisfaction far above the ordinary.

New Season's Pack of

"Curling" Brand Seville Orange Marmalade

is now being distributed

Get your order in as soon as possible. Even a small supply, by way of a trial, will show you that the goodness of "Curling" Brand is something worth identifying your store with.

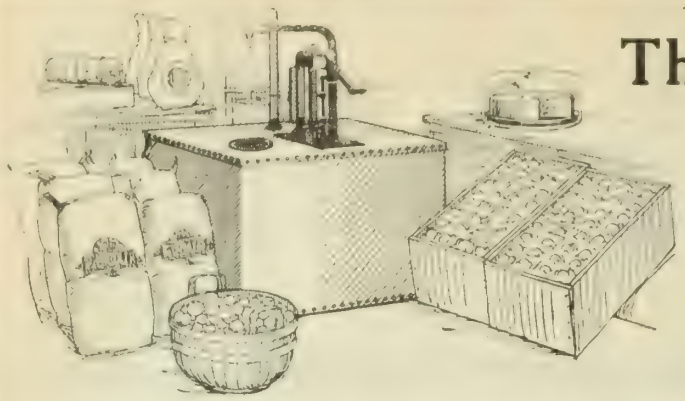
St. Williams Fruit Preservers, Ltd.

DISTRIBUTORS:

Maclure and Langley, Limited

TORONTO MONTREAL WINNIPEG

If any advertisement interests you, tear it out now and place with letters to be answered.



Thousands of Footsteps You Might Have Saved

Yesterday, to-day and to-morrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil shed in the rear of your store. It means hundreds of petty operations, and hours of idle moments.

Contrast this method of oil handling with a

BOWSER OIL AND GASOLINE SYSTEM

a system with an underground or basement tank holding ample storage —clean, safe and efficient. A system with a pump installed at the most convenient place—near the flour, near the vegetables, or centered in the room.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, convenience, neatness, service and increased profits. Learn more about it to-day.

S. F. BOWSER & CO. Inc.
FORT WAYNE, INDIANA, U.S.A.

LONDON: 32 Victoria Street, S.W.1. PARIS: 5 Rue Denis-Poissons SYDNEY: 6 Castlereagh Street HAVANA: Lonja del Comercio 427

Every Grain Pure Cane

—that's the best description of Royal Acadia Sugar

ROYAL ACADIA SUGAR

And to this purity are due the unexcelled sweetening properties of Royal Acadia.

Housewives like Royal Acadia Sugar, and the dealer who recommends this sweetener is certain of securing the confidence of the customer and a continuance of her sugar order.

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

The late E. B. Eddy
Founder of The Firm

EVERY WEEK WITH
The E. B. Eddy Company of Hull, Canada

Mr. George Millen to-day
President and Manager

Story of Week Dated Feb. 21st, 1919 **Being No. 22 in the Series**

Belleville Retailer Remembers E. B. Eddy's Early Match-Wagon

THE central illustration above symbolizes the immense growth of the E. B. Eddy Company's business since 1851, when the late Ezra Butler Eddy himself did all the selling and delivering of his matches by wagon and team, even over long distances. Here is an interesting letter from Mr. George Wallbridge, Wholesaler, of Belleville, Ont., which vividly brings back those early memory-treasured days in E. B. Eddy Company history. To the right is printed the further correspondence on the subject between Mr. Wallbridge and Mr. George Millen, President of the E. B. Eddy Co. to-day. These letters give a kindly glimpse into Eddy Company business relations with the grocery trade—pleasant, mutually profitable relations ever ringing true, and being enriched by the test of time.

WALLBRIDGE & CLARKE
Belleville, Ontario, Canada

Belleville, Sept. 30th, 1918

The E. B. Eddy Co.,
Hull, Que.

Gentlemen:—

The publication of the initial number of a series of articles in the CANADIAN GROCER descriptive of the origin and development of your vast enterprises recalls to my memory a recollection of my acquaintance with your founder, the late E. B. Eddy.

When quite a lad and an apprentice in my father's store here somewhere about the year 1857, I distinctly remember Mr. Eddy calling with his wagon load of matches, and disposing of some to my father.

My last meeting with Mr. Eddy was probably several years before his death, and was at our present Bridge Street store. When, without mentioning his name, he asked me if I knew him and although a good many years had intervened since I had seen him last, I said at once, "You are Mr. E. B. Eddy."

During a pleasant talk over things in the past, I referred to my recollection of his coming with the matches and which interested him very much.

It is quite a long time from 1857 to 1918, and we are still selling Eddy matches.

Yours very truly,

(Signed) GEORGE WALLBRIDGE

Over Fifty Years With The E. B. Eddy Company

October 3rd, 1918.

George Wallbridge, Esquire,
Messrs. Wallbridge & Clarke,
Belleville, Ont.

Dear Sir:—

We wish to thank you cordially for your esteemed favor of the 30th ult. in reference to the publication of the initial number of a series of articles which are to appear in the CANADIAN GROCER, and which we have perused not only with interest but also with pleasure.

The writer of this letter having been connected with this business for over fifty years, remembers quite well the ups and downs that the late Mr. Eddy had to contend with and we are sure that your last meeting with him in your present Bridge Street store and your reference to his having called on your father with his wagon load of Matches must have recalled pleasant memories of his early manhood days and that your interview with him must have been very interesting.

Having had the pleasure of selling you for so many years, the name of Wallbridge & Clarke, Belleville, has almost become a household word with us, in fact we have no hesitation in saying that your account is one of the very oldest and best that we have on our books, and while we agree with you that it is quite a long time from 1857 to 1918, we hope that we may still have the pleasure of selling you Eddy's Matches and other lines for a great many more years.

Please let us know if you would have any objection to our sending a copy of your letter to the CANADIAN GROCER, which we feel quite sure would prove very interesting to them as well as all readers of the GROCER.

Again thanking you for your letter, which we assure you is very much appreciated, we remain,

Yours truly,
THE E. B. EDDY COMPANY,
George H. Millen,
President and Manager.

WALLBRIDGE & CLARKE,
Belleville, Ontario, Canada.

Belleville, Oct. 5, 1918.

The E. B. Eddy Co., Hull, Que.
Gentlemen:—

I appreciate very highly your kind expression of goodwill regarding myself and my firm in your favor of Oct. 3rd, especially as coming from your much esteemed President and Manager, Mr. Millen, who has been for so many years identified with the growth and progress of the Company.

I shall be pleased to have you use my letter for publication as you may wish to do.

With regards Yours truly
GEORGE WALLBRIDGE (Signed)

APPLES

EXTRA FANCY WESTERN IN BOXES

Stayman Wine Saps, Rome Beauties, King Davids. All fine, hard, bright stock. Our price on these is low. Let us quote you on 25 to 50-box lots.

Bananas

We want your name on our standing order list for daily or bi-weekly shipments. You will then have the very best fruit procurable, and at all times. We look after your standing orders.

Grape-Fruit

FLORIDA and CUBAN

All sizes. Heavy, smooth fruit. Good color.

GOLDEN ORANGE BRAND NAVELS

Another car just unloaded. Just the same high color, sweet, juicy fruit as usual.

We have fresh arrivals every day of all Green Vegetables. Your telephone is our agency. Call us up.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

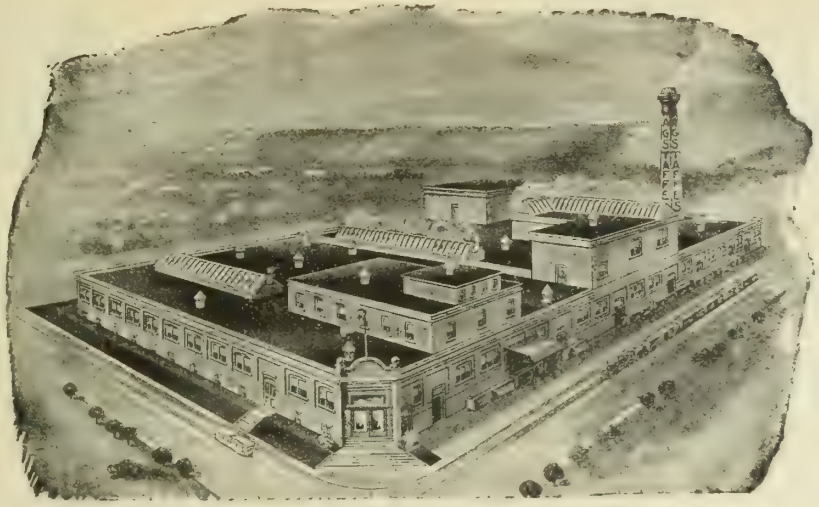
THE FIRM FOR SERVICE

GUELPH - - - ONTARIO

Canada Food Control License Nos. 3-090, 3-204

If any advertisement interests you, tear it out now and place with letters to be answered.

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S- 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's Gateway Province

THE Province of Quebec is the oldest in point of recorded history of any in the broad Dominion. It was many a year before the hardy adventurers who first landed on the shores of the mighty St. Lawrence, strayed beyond its borders. It is still the province of romantic story that endears it to the minds of all Canadians.

But it is not only so. It is a province of achievement. It includes Canada's largest city, Montreal—a city of great mercantile and financial interests, and the head of deep sea navigation, a factor that has been a large one in shaping the destinies of the Canadian metropolis. Here was founded, prior to Confederation, some of the first mercantile plants, doing business with imported raw materials.

Farther down the broad St. Lawrence lies Quebec, a city of storied memory, and of a brisk and vital present, and somewhere between the thriving city of Three Rivers.

In the Eastern Townships, the Garden of the Province cradled in mountains, there is found the thriving city of Sherbrooke. Everywhere scattered through the province are towns and cities, each with its own special industries, and each, moreover, with its fertile surrounding country. For Quebec is essentially an agricultural province. It was the inaugurator of the great cheese-making industry, and it still maintains its pre-eminence in this product. Its butter is well and favorably known.

It has developed an apple that should in itself be enough fame for any one province. It is the chief point in the great Maple Sugar industry. Its tobacco fields are widespread and profitable, an industry with a great promise. Its waters teem with fish, while from the region north of the St. Lawrence come some of the finest furs found in the world. It is, in brief, a province with a great present and a still far greater future.

A View of Canada's Greatest City—Montreal, as seen from Mount Royal, reputed to be one of the finest views on the continent.

The Montreal House of Service, Quality, Delivery and Co-operation

Yes—and Price as well. Our Buying Facilities make it possible for us to quote you advantageously.

During our Forty-eight years in the wholesale Grocery business we have consistently striven to make our house a house of Honest Values and Satisfactory Service.

Service Is Our Watchword

To give advance information on the future markets, either **through** the mails, the trade papers or by our boys on the road, has been one of our cherished ideals. Many of our customers have made money by making use of the information at the right moment.

Quality is the most important element in a business transaction. No matter how low the price, poor quality is dear buying. We only offer goods that can be sold on their merit.

Prompt delivery is also a big item to you. Slow delivery means lost sales and often a permanent loss of a customer. We do our best to ship orders within the twenty-four hours and make deliveries at date promised.

Our Promotion Department will gladly furnish you with any information pertaining to the Grocery business. Ask us.

Laporte, Martin, Limitee

Wholesale Grocers

584 St. Paul St. W. - - Montreal

If any advertisement interests you, tear it out now and place with letters to be answered.

Mr. Grocer

Brodie's XXX Self-Raising Flour is being advertised in newspapers that reach into the majority of French and English-speaking homes in the Province of Quebec.

Our display advertisements will create a bigger demand for our Celebrated Self-Raising Flour. Be ready to benefit by this campaign by having our flour in stock.

50 Years of Supremacy.

Brodie & Harvie, Limited
MONTREAL

There is always a demand for good

Clothes Pins

AGENTS: McFarlane & Field, Hamilton; Boivin & Grenier, Quebec; Delorme & Frere, Montreal; J. H. White, St. John, N.B.; H. D. Marshall, Ottawa; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; Harry Horne Co., Toronto.

The Megantic Broom Mfg. Co.
LIMITED
Manufacturers of Brooms, Clothes Pins and Cheese Boxes
Lake Megantic, Que.

"Now these Leaky Vessels are good as new---thanks to

VOL-PEEK"

Leaky utensils are common in 'most every home. And every good housewife will be interested in a method whereby she herself can make those leaky pots and pans new again with little bother and practically no expense.

Vol-Peek will mend Pots, Pans, etc., of Graniteware, Copper, Brass, Aluminum, Tin, Enamelware and Hollow-ware. Easily applied with the fingers — no tools—hardens in two minutes. A neutral, tasteless mend that will last indefinitely.

You can sell lots of Vol-Peek at a good profit. At your wholesaler or direct.

A three-colored display stand contains 24 15c packages; retails for $3.60; costs you $2.25, giving you 60% profit. Order from your Jobber, or from us.

Agents Wanted

H. NAGLE & COMPANY
BOX 2024, MONTREAL

Hudon Hebert & Co.

Limited

Wholesale Grocers
and Wine Merchants

Montreal

18 De Bresoles Street *Canada*

KING GEORGE'S NAVY

CHEWING TOBACCO

will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?

Rock City Tobacco Co., Ltd.

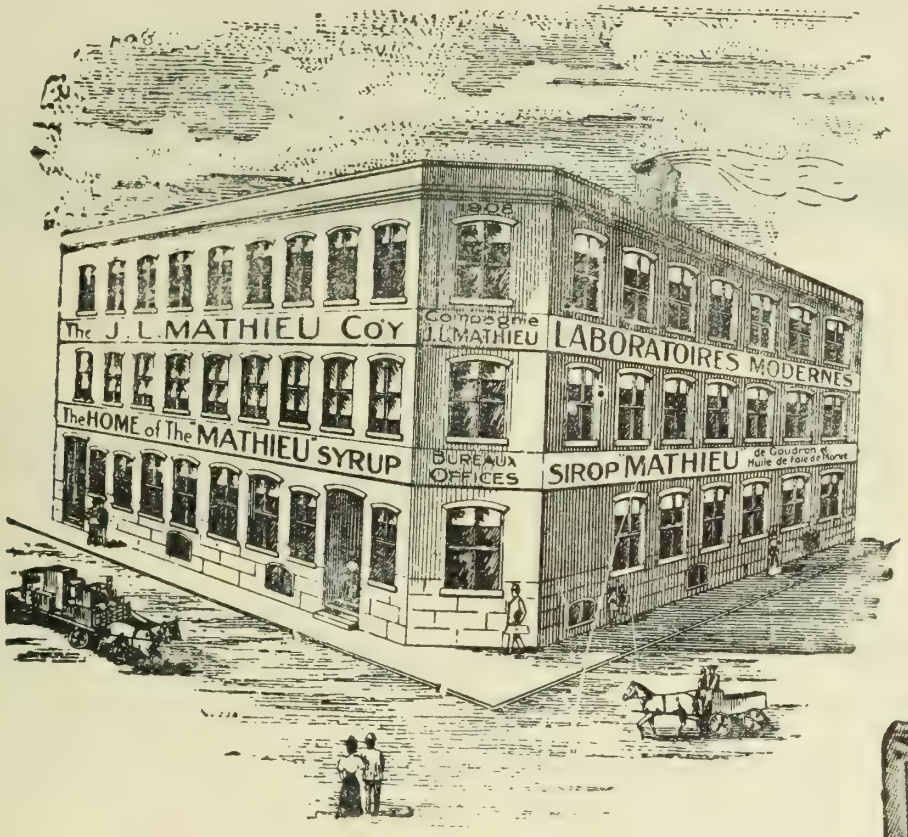
There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work

The Sherbrooke, Quebec, Factory Where the Mathieu Products are made



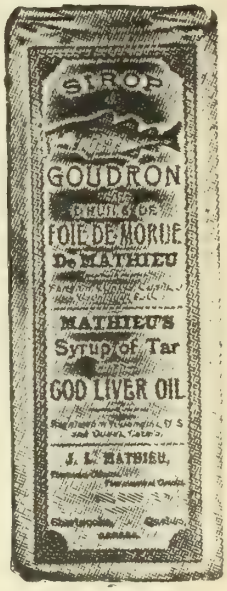
A Great Remedy for Neuralgia, Sleeplessless, Sick Headache, La Grippe.

Down in Sherbrooke, Quebec, are situated the splendid modern factory and laboratories of the J. L. Mathieu Co. where the two popular family remedies

MATHIEU'S NERVE POWDERS
and
MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

are produced. You know these Mathieu Products. They are just the kind of satisfaction-givers you would wish to identify your store with.

Show the two of them in your show case or on your counter and get this profitable extra business.

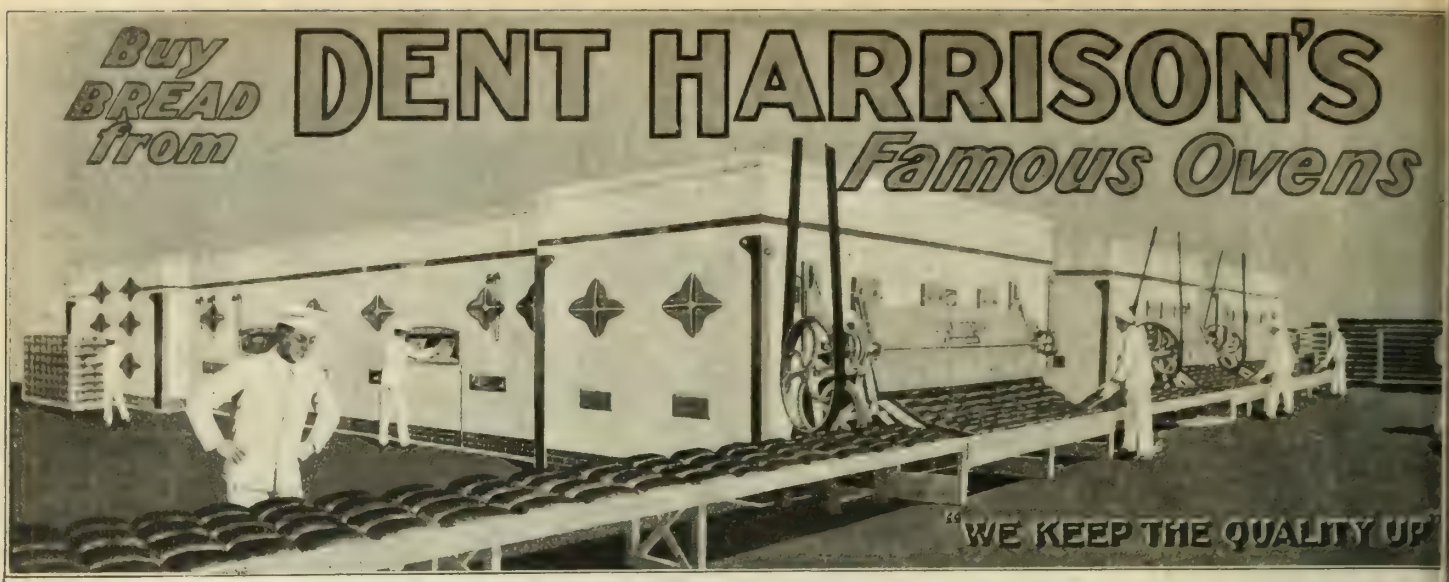


Breaks Up a Bad Cold. Always Reliable.

J. L. MATHIEU COMPANY

SHERBROOKE *PROPRIETORS* QUEBEC

If any advertisement interests you, tear it out now and place with letters to be answered.



Mr. Grocer

Do You Want Bakery Products?

Our out-of-town business is growing rapidly, because the dealers are recognizing the value of being able to offer their patrons products from an up-to-date bakery.

Our quality and service, which we offer you, are responsible for this growth.

We have a shipping department to look after the interests of our out-of-town patrons, which ensures careful attention, and prompt dispatch to all orders received.

The bread is packed neatly in cartons of two, three and four dozen sizes. Fruit cake in cartons of sixteen pounds, and Mother's Cake in one dozen lots, shipped anywhere in the Province.

May we send you a trial order?

Write, phone or write for quotations.

DENT HARRISON

WESTMOUNT, P. Q.

"—and a packet of 'Sumore' Salted Peanuts, please!"

The deliciousness of "Sumore" Salted Nuts wins instant and lasting approval from every lover of better quality.

It is well worth your while to try out the "Sumore" lines. Because after a first purchase your customers will have an entirely new idea of how good Salted Nuts can be and *"a packet of 'Sumore' Salted Nuts"* will be a regular item with every grocery order.

Our *Filberts* and *Almonds* are equally tasty. Send for trial supply.

Montreal Nut and Brokerage Co.

30-32 Jurors St., Montreal

Loggie, Sons & Co.

32 Front St. West, Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING	PLUG CHEWING
"BRITISH CONSOLS"	"PRINCE OF WALES"
"INGOTS" (Rough and Ready)	"NAPOLEON"
"BRIER"	"CROWN"
"INDEX"	"BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS MONTREAL

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC VICTORIA, B.C.

Packed in 1 lb. Talls and 1-2 lb. Flats Sold by Your Jobber

"SNOW CAP"

Brand PILCHARDS

Speak for Themselves

Try a Can

Packed by

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

Dodwell & Co., Limited, Vancouver
Exclusive Distributors

TRADE MARK

Small's

As fine as any that Mother ever Made

Here is a real Quebec Syrup and Sugar—pure Maple Sap, scientifically manufactured and with a smack that lingers.

Small's Syrups are worthy in every respect your best selling efforts. See last Government Bulletin No. 409 on maple syrup. Small's "Forest Cream" Brand Maple Products were found pure in every instance.

Small's Maple Products have won highest honors in Canadian and Foreign Exhibitions. Small's Forest Cream Butter, in lithographed tins, pails and tumblers, is another Quebec product worth featuring.

Small's "Grandee" XXX Molasses is standard; 85c in puncheons. Heavy Table Syrup, in bbls., 85c per gallon.

SMALLS LIMITED
Montreal

The Canadian Government Says

ROLA QUALITY Egg Powder

contains Real Powdered Egg, the only Brand out of 144 samples analyzed that contained any egg whatever.

See Bulletin 413

Rola Quality Means Satisfaction

One Doz. in Attractive Counter Display Cartons

6 Cartons in case at $2.25 per doz.

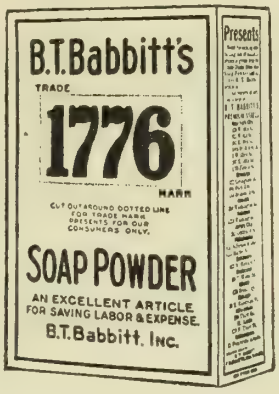
One Tin selling at 25c does the work of 2 dozen eggs.

SELLING AGENTS:

ROSE & LAFLAMME, LIMITED

MONTREAL TORONTO

BABBITT'S "1776" SOAP POWDER



Not simply a washing compound but a true-to-name SOAP Powder.

Will not hurt the hands nor injure the most delicate fabrics.

Premiums for the Trade Marks.

Canadian Headquarters:

180 St. Paul St. West, Montreal

Canadian Selling Representatives:

Eastern Canada: W. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

WE solicit correspondence from manufacturers wanting active and responsible representation for Quebec and large part of the Province. We wish to get in touch with Manufacturers of Peanut Butter, Chocolates, Biscuits, Etc.

An efficient selling organization, with an old established connection with the trade, places us in a position to offer you unexcelled facilities for marketing your products.

WAREHOUSING—Steam heating—STORAGE.

The RELEG Co., Regd.

34 King Street
QUEBEC - CANADA

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

THE HARBOR OF MONTREAL

Into this harbor come many

consignments of Fruits, Vegetables, Teas, etc., for the firm of L. Chaput, Fils & Cie Ltée

from European Countries

Since the war, our activities have been towards American products.

No dried fruit famine in Canada for long time to come.

Shipments to hand received since last December include
3,500 Boxes Prunes, California and Oregon
different sizes.

6,100 Boxes Dried Fruits, Seedless and Seeded Raisins,
in packages and loose.
Evaporated Pears, Peaches and Apricots.

PRICES MOST ATTRACTIVE

Reliable shippers from California,
J. K. Armsby division,
Griffin & Skelley, Guggenhime, Rosenberg,
California Associated Raisins.

L. Chaput, Fils & Cie, Limitee

Wholesale Grocers and Importers
2, 4, 6, 8, 12 and 15 DeBresoles St., Montreal
Established in 1842

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADA'S PRIDE

Canned Goods

FRUITS AND VEGETABLES

Help Canadian Industries

There are many reasons why the trade have not bought their usual supply of canned fruits and vegetables.

Sudden stop of the war is one reason.

The Influenza which swept the country is another.

Large blocks have been so far exported to England and France, over half million cases.

Freight rates have been too high, and space difficult to obtain. We understand these difficulties are being overcome every day and prospects for further shipments are under way, and further shipments made.

Do you realize the importance to have a good supply on hand, when indications for this year's pack are not any brighter for lower prices?

We carry a full assortment of standard goods, quality of which is guaranteed.

"PRIMUS BRAND"

Money Back Guarantee

Retail merchants this year will not stock in advance, but buy their ordinary requirements.

Our policy is that of a square deal for our customers, conducting our business in such a way that legitimate competiton can find no fault with our methods.

Quality always must be your motto in buying.

WHAT ABOUT "PRIMUS" TEAS?

Cheap goods need no advertisement. We solicit your enquiries.

L. CHAPUT, FILS & CIE, LIMITED

WHOLESALE GROCERS AND IMPORTERS

2, 4, 6, 8, 12 & 15 DeBresoles Street, Montreal

Established in 1842

Her Appreciation

CANADA'S BEST PURE MAPLE SYRUP will again bring the delight of the Eastern Forest to the homes of Canadians from coast to coast. Book your Spring requirements now.

Baines Chocolates

Twenty Flavors

Delicious Creamy Centres

Pound, Half-Pound and 5-Lbs. (Original Package).

BAINES ENGLISH HARD-BOILED CANDY is a leader. It is packed in sealed glass jars, guaranteed to maintain their original gloss and delicious flavor in any climate.

Regular flavors, as Paregoric, Menthol, Horehound and Cough are also our products of manufacture.

Easter Eggs

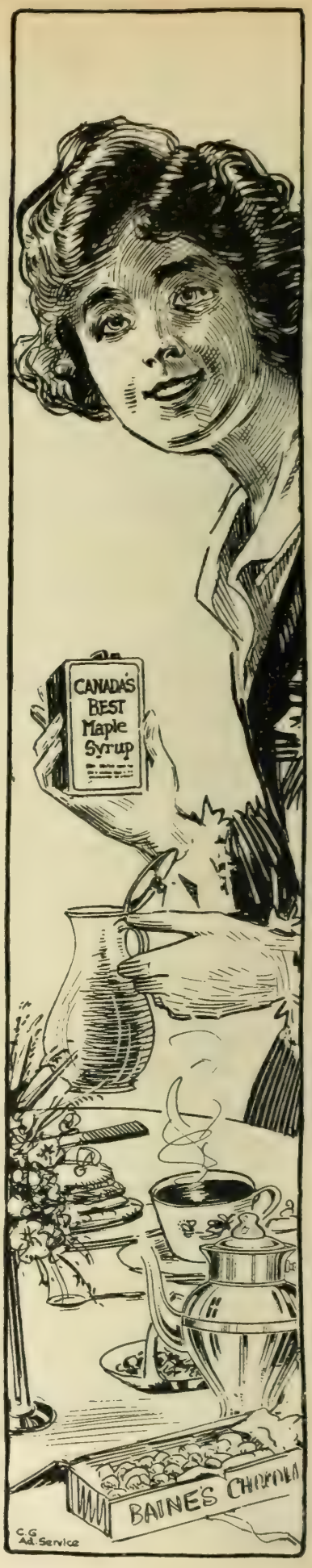
Best 5c and 10c Seller

Prices mailed on request

Baines, Limited

344 Delorimier Avenue, Montreal

Western Representative: **A. W. BARNUM, Winnipeg**



Big 6 CEREAL FOOD

25 Breakfasts for 25 Cents

Everybody is talking about "BIG SIX." The housekeeper wants it because the children love it and her husband *demands* it. The grocer wants it because the housekeeper asks for "BIG SIX" and his profits are larger.

Are You Carrying "Big Six" Cereal Food?

Have you tried it? Do you know that it is the most nutritious, wholesome and economical cereal food on the market? It consists of six cereals — wheat, oats, rye, barley, millet and flax — the choicest grains for body and brain-building. "Big Six" Cereal Food is a big success. It should be on your shelves when the demand, created by our big advertising campaign, comes along in your district. Get ready—

Order a Sample Shipment of "Big Six" To-day

BIG SIX CEREAL CO., LIMITED

1168 St. James St. - - - - - - MONTREAL

Only Selected Mature Haddock

Only Selected Mature Haddock

1-lb Tin contains 16 oz. net **½-lb. Tin contains 8 oz. net**

A pound tin contains as much Fish without any waste and ready for use as a fresh fish, weighing 3 pounds or a Cured Haddie weighing about 2 pounds.

The Best Only **The Best** **Always the Best**

Sold by ALL the best jobbers

ARTHUR P. TIPPET & CO., MONTREAL

Whitehead & Turner Ltd.

Wholesale Grocers

Quebec City

Quebec Merchants!—We recommend to you our Goods, under our own Trade Mark:

Stadacona

STANDS FOR QUALITY

We Guarantee Goods sold under this Brand.
We specialize on **Teas—Black, Green and Japan**
Wait for our travellers. We have some special bargains for you.

We make a Specialty of Supplying Lumber Camps.

Whitehead & Turner Ltd., Quebec City

Every Ounce of "Pride of Canada"

Maple Syrup and Maple Sugar absolutely guaranteed

Even before the Government established laws covering the manufacture of Maple Goods **"Pride of Canada"** was up to the required standard of quality. Pure Maple Sap, Scientific Manufacturing Methods, Scrupulous Care—these are reasons why "Pride of Canada" Maple Syrup and Maple Sugar are so well liked and so easily sold. Put in a goodly shipment now and be ready for the coming demand.

Maple Tree Producers Assn.
Limited
Offices 58 Wellington St., W.
MONTREAL

Your Customers

Mr. Grocer, are to-day studying ECONOMY more than ever before.

Don't hesitate to tell them that

CLARK'S PORK and BEANS

are just what they want. They are a perfect meal.

They Save Worry.
They Save Time.
They Save Labour.
They Save Money.

and for you they are the quickest sellers.

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

You can always depend on the quality of Hatton's Fish

And Service Unequalled

Send along your next fish order and let us show you what quality fish really means in the matter of better profits.

In dealing with us you are dealing with the old reliable fish supply house whose fish supplies are drawn from selected catches at the best Lake and Coast Points in North America.

Our stocks are always reliable. Our supplies are always sufficient.

Remember—

Lent Starts March 5th Next

SEND IN YOUR ORDER NOW

D. Hatton Company

MONTREAL

Established 1874

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers

GROCERIES, FLOUR, MILL-FEED, GRAIN, ETC.

20 St. Antoine Street Cor. Dalhousie Street
QUEBEC, QUE.

EUGENE PICHER

COMMISSION MERCHANT

Grain, Hay, Provisions

and

Fish Specialties

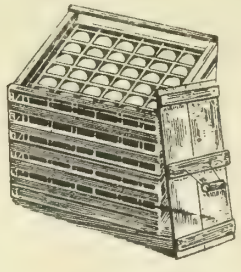
HERRING TURBOT CODFISH

CORRESPONDENCE SOLICITED

91 Dalhousie Street - - Quebec

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO.,LTD., 20-38 Dowd St. Montreal, Que.

To The Manufacturing Trade—

If you want live representation on Confectionery and Grocers' specialties,
Write

GUISE AND SMITH, LTD.

1603-5 Broad St. - Regina, Sask.

WHOLESALE CONFECTIONERY, BISCUITS, ETC.

Put this one in your display of Canned Sea Foods

Fish as an article of diet in the Canadian home is growing more popular as people come to fully appreciate its true food value and practical economy.

Indian Chief Brand Prepared Herring

is a delicious, appetizing fish food that you can show your customer and recommend it, too, on the point of wholesomeness and real economy.

She will be convinced after a trial that Indian Chief Brand Prepared Herring offers her excellent value in both respects, and she'll buy it regularly.

Order a supply now for the Lenten Season.

Shaw & Ellis

Pocologan, Charlotte Co., N.B.

Canadian Food Board License No. 1-718

You'll need a stock of good canned fish for the Lenten Season

Lent, the big fish-selling season of the year, begins March 5. Dealers should plan now to carry a good stock of reliable fish foods and so be in a position to supply the housewife's Lenten needs.

We offer these specials for Lenten Selling:

"Patrico" Brand Lobster, in Tins
"Scotia" Brand Lobster Paste
"Wave Kist" Brand Tuna Fish
"Ascot" Brand Sardines
"Sapphire" Brand Sardines
"Portola" Brand Sardines
"Royal" Brand Sardines
"Pt. Clear" Brand Shrimps
Purity Cross Brand Creamed Cod Fish
Purity Cross Brand Creamed Finnan Haddie
Purity Cross Brand Creamed Salmon with Green Peas
Purity Cross Brand Creamed Chicken-a-la-King
Purity Cross Brand Welsh Rarebit
Purity Cross Brand Graced Spaghetti
Purity Cross Brand "Chop Suey"

MAY WE QUOTE YOU?

W. G. Patrick & Co., Ltd.

DISTRIBUTORS

TORONTO MONTREAL WINNIPEG NEW YORK

"SALTESEA" OYSTERS

Direct from Ocean to your table, absolutely CLEAN and PURE

Place your orders EARLY for the LENTEN SEASON.
A STANDING ORDER ALWAYS reaches you a certain day EVERY WEEK

The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET - - - - - - - - MONTREAL, P.Q.

Canada Food Board License No. 1068

If any advertisement interests you, tear it out now and place with letters to be answered.

From the Sea to your Customer's Table

FROM the depths of Old Atlantic to the table of the consumer in all their sweet, natural deliciousness—come these wholesome Sea Foods known as Brunswick Brand.

Our plant at Black's Harbor, N.B., is located right beside what is probably the best fishing ground on the Atlantic seaboard. And from the moment the pick of the season's catch is selected until the cans are finally sealed and labelled, we exercise the strictest vigilance to insure the well-known Brunswick Brand quality being consistently maintained.

And our Sea Foods are Canadian through and through. Canadian fish, caught in Canadian waters, processed and packed by Canadian labor, transported by Canadian Railways to the stores of Canadian Grocers for consumption in Canadian Homes.

Are you a Brunswick Brand dealer? Here is our list—every one a seller:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Ltd.

Black's Harbor, N. B.

License No. 1-603

You can offer your customers a real first quality Sea-Food

when you're stocked with

Gosse-Millerds'

OCEAN PRODUCTS

Every tin guaranteed pure and wholesome. We select the very best pick of the season's best catch and we exercise the most vigilant care with every part of their processing and packing.

Years of experience have gone to make the superior flavour that characterizes our products.

ORDER A SUPPLY TO-DAY

Gosse-Millerd Packing Co., Limited

597 Hastings St. W., Vancouver

The memory of a cup of "good" tea lingers in the mind and brings the customer back for more Red Rose Tea.

The rich ASSAM quality of Red Rose is hard to forget.

Wheat Kernels Again!

THE restrictions are off! Wheat Kernels are back on the market again—the same high-class breakfast food in a new attractive shelf package.

Wheat Kernels was a big favorite before the war and it's going to "come back" strong. Order a supply now and get it on your sales counter.

A profit of 25% for you.

White Swan Spices & Cereals, Ltd.

TORONTO

WHEN a customer just asks for Blue she means Keen's, because the quality of Keen's Oxford Blue has satisfied her and gives her renewed confidence in the quality of the goods you carry.

Keen's record is your guarantee.

Magor Son & Co., Limited

191 St. Paul St. W., Montreal 30 Church St., Toronto

We can do it

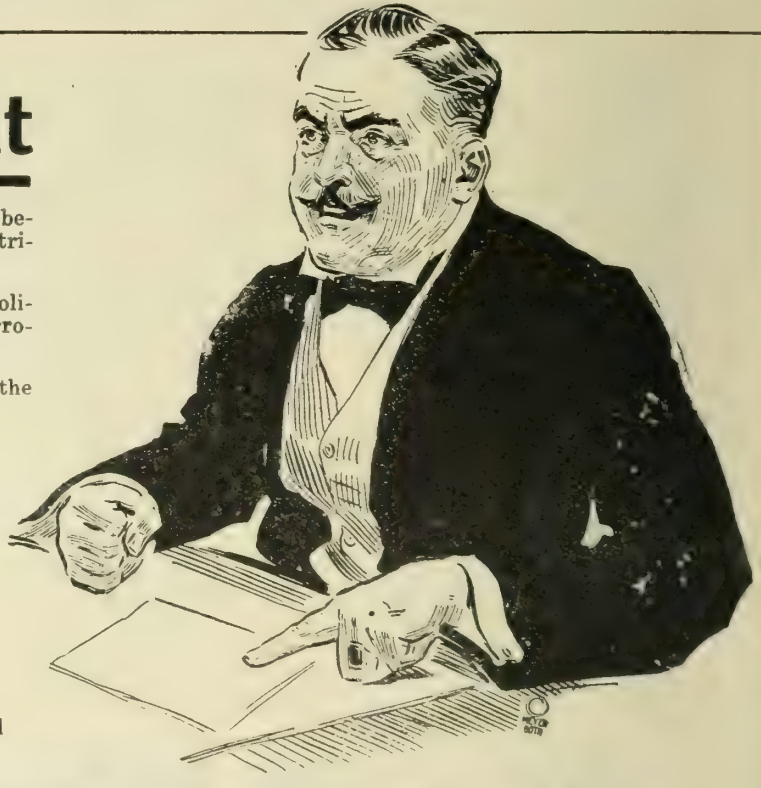
We handle quality goods in a big way and have behind us the largest buying power, the largest distribution and a real live organization.

We are purchasing agents for Macdonald's Consolidated interests. We can give you service on all grocery lines and fresh fruits.

Wholesale grocery houses and manufacturers in the Macdonald Consolidated Organization:—

Macdonald-Chapman Ltd., Winnipeg, Man ; Macdonald-Cooper Ltd., Edmonton, Alta.; Macdonald-Cooper Ltd., Calgary, Alta.; Macdonald-Crawford Ltd., Moose Jaw, Sask.; Macdonald-Crawford Ltd., Swift Current, Sask.; Macdonald-Crawford Ltd., Saskatoon, Sask.; Macdonald-Crawford Ltd., Battleford, Sask.; A. Macdonald & Co., Fort William, Ont.; A. Macdonald & Co., Nelson, B.C.; A. Macdonald & Co., Fernie, B.C.; A. Macdonald & Co., Vancouver, B.C.; White Star Manufacturing Co., Coffees, Spices, Baking Powder, Extracts, etc., Winnipeg, Man.; Occidental Fruit Co., Ltd., Canned Fruits and Vegetables, Kelowna, B.C.

Correspondence solicited from Manufacturers and Shippers.



The Consolidated Purchasing Co., Ltd.

313-319 Pacific Avenue, Winnipeg

F. NICHOLSON, General Manager

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

VOL. XXXIII. TORONTO, FEBRUARY 21, 1919 No. 8

Clerk's Initiative in Dressing Windows

Cleanliness and Care Big Points With Bray Bros., Sherbrooke—Lady Clerk Dresses Windows and Inside Cases—Uses Initiative and Studies Methods and Designs Illustrated in Trade Paper—Securing Candy Orders By Telephone

BRAY Bros., Reg'd., Sherbrooke, Quebec, have one of the neatest and cleanest stocks of staple and fancy groceries in this important city. That it is so is largely due to the efforts and care of Miss Turcotte, who has taken hold of the work enthusiastically, and when a special representative of CANADIAN GROCER visited the store lately Miss Turcotte expressed her ideas briefly in several important matters, particularly regarding the window and interior displays that this grocery store has. She has given much thought to the matter and has some very attractive windows prepared. That they were a success was attested by the many who came to view the displays.

One of the Windows

Unfortunately, it was not possible to secure a photograph of the window about to be described. But a glance into the accompanying picture portraying the store interior will serve to indicate the neatness that prevails in the Bray store. It is characteristic of the windows as well.

As described to CANADIAN GROCER, the window in this instance contained green vegetables and fruits. The supply had been ordered beforehand and arrangements were made to have the window cleared out and the glass clean and attractive. Using various kinds of boxes, the window was built up from the front toward the centre and back, and this covered with clean paper, etc. Celery, lettuce, cucumbers, radishes, etc., had been received, and these were tastefully arranged to attract the passersby. The whole effort was directed toward drawing the prospective customer inside, and Miss Turcotte reports that results were most satisfactory. In addition to sales being made in large numbers, and the stock cleaned out, the display drew many admirers. At night especially, the win-

Interior of the Bray Bros.' store, Sherbrooke, Que. Photo indicates how well arranged the store of Bray Bros., Reg'd., is. Note the prominence with which bottled and package goods are displayed. Biscuits in boxes and olives, pickles, sauces, puddings, etc., always lend themselves to attractive arrangement. Glass cases are here utilized to good purpose and if one thing is important in the modern grocery it is that of cleanliness, and with this requisite goes that of order. It works an unconscious and quiet influence over the prospective customer.

dow, when completed, looked its best and doubtless made sales even before the opening of the store next day.

The whole effect, when finished, was in the shape of a big pyramid or of pyramid shape, and with the red radishes, green fresh lettuce and cucumbers, cauliflower and other tastefully arranged vegetables, the time expended proved to be very profitably spent. It was a real success. Various crockery dishes were used to hold water and which kept the articles fresh.

Reads Others' Views

It is not always wisdom to ignore the path that others tread. At least this is part of the doctrine that Miss Turcotte approves of. In pursuance thereof, she reads with interest the views of others on display methods and arrangement. "I always read the articles in CANADIAN GROCER on display and like the window displays that are shown. They are interesting and I like to read the articles and look at the photos. They give me good suggestions."

Even though one may not adopt a suggestion, it often stimulates a better idea to look at a reproduction of what someone has arranged and to read the description accompanying. Many good ideas are evolved from time to time and here and there one can adapt a given suggestion to suit his own needs.

Candy Sales Large

"You have a nice assortment of candy here, Miss Turcotte," said the writer. "Is it a good seller?"

"Yes, it sells well. A great many orders come in over the telephone and many order a pound box of candy and have it added to their bill. It does seem to be easier to have it charged in this way and pay for it at the end of the month, for some people at least."

In this way, sales of candy have been increased. But the first requirement, and the important feature, was that of a winning display. The impression was made that this store had good candy, for the shining display cases shown in the photograph are particularly attractive and the dishes of sweets are so arranged as to be even alluring. The whole display indicates freshness—a very desirable thing if this line is to meet with favor.

While the sale of candy in bulk forms a large part of the turnover in the candy department, boxed candy has been a ready seller and is in greater favor all the while. Probably no line that the grocer sells or can sell, must be displayed more prominently if the sales are to be developed in a large way.

Important Policies These

Harold B. Bray, the former manager of the store, died last fall following an operation, and the business was then taken over by J. E. W. Levesque, but Mr. Levesque was fortunately able to retain some of the best help, and the old policy of keeping the store spotlessly clean from front door to rear, and even in the basement and warehouse, has been continued.

"You can't find any dirt around this store," said N. G. Bray, a brother of the late Harold Bray. "This business has been built up on cleanliness, service and high grade goods." And Mr. Bray took the time thereupon to show the writer through the store and warehouse.

In the basement, all stock is carefully piled in order. A great deal of butter is sold. Much of this comes in boxes and these, when empty, are used to pile various goods in. Turned on their side, they are of convenient size to hold canned soups and vegetables, and the need of more shelving has thus been solved.

Molasses is a good seller. A galvanized tank has been provided for this and is of sufficient capacity to hold two puncheons. The tank is placed in the basement and a molasses pump is used, the pipe line passing up through the floor into a convenient spot in the store. No time is thus lost and no muss made when serving the customer.

Preventing Loss—Big Stocks

A considerable sale of cooked hams, bacon, etc., has been developed. "We have these two machines for cutting meat, this one for use when we have a whole side of bacon or a ham, and the other when the piece has been used nearly up. By using the small one, we are able to prevent waste, for we can cut the meat right down to the last pound," said Mr. Bray.

The same is true with regard to fish, and which will be described in a separate article. Much crushed ice is used in a big refrigerator and this is replenished as required. The idea is to prevent waste through fish spoiling. It is a good policy for the merchant to sell as many pounds of fish as he pays for, or as near to this as possible, and this idea has been pretty well taken care of by the firm.

While no greatly excessive stock has been carried, the firm has endeavored always to have the commodities that customers would look for when they came to buy. Thus, sugar, which was so very scarce all last summer, has always been available, Mr. Bray stated. It was simply a matter of buying right and distributing to the store's customers what they reasonably could use. It was a big factor in maintaining a service that the customer truly appreciated.

Altogether, Mr. Levesque is very proud of his store and of the large trade that he has fallen heir to. Maintaining so efficient a service and so attractive a stock, there should be little dearth of orders here.

UNIQUE CHEESE STORAGE USED BY SHERBROOKE GROCER

BRAY BROS., Reg'd, of Sherbrooke, Quebec, have built up an excellent trade in cheese. Considering the pains they have taken to secure this trade it would seem that the results have justified the thought and attention paid to providing suitable storage. And since it is very essential that cheese be held for a considerable period to suit the taste of many patrons, it is not possible to secure this trade unless one has the old and "nippy" cheese that has the desired twang to it when eaten.

In speaking with N. G. Bray recently, CANADIAN GROCER was taken to the basement and shown this special arrangement which the firm has so successfully installed, and at a moderate expense. In fact it is rather an investment than an expenditure.

Ventilated—No Mice

A space, say six feet wide and about eight to nine feet long, was set aside in the basement. This was enclosed by building up a small compartment with the aid of two by fours and covering these with common boards extending to the ceiling. Over this was nailed ordinary painted siding or metal, and this has effectively prevented the entrance of mice and has also served to aid in maintaining the temperature at a normal figure all the while. As a matter of fact, Mr. Bray stated that the idea worked perfectly; that they never had any trouble in properly ageing their cheese and that, as far as he knew, this was the only arrangement of its kind in the district.

For ventilation a small opening has been provided just above the tight-fitting door. Inside, there is a floor of course and along each wall shelving of suited width has been arranged to take several tiers of cheese. An electric bulb in the centre provides the necessary light when cheese is wanted, and as the cupboard is located a few steps from the foot of the stairway a cheese can be had with no loss of time.

Capacity for Two Tons

As indicating the large storage that is afforded here, it was pointed out that two tons of cheese could be handled at one time. Usually the cheese is secured in the fall, but since regulations prevented the holding of more than thirty days' supply, it has been impossible to carry the large amount which it is customary to stock. For a great many customers the cheese bought a year ago is just in prime condition now and meets their requirements to a tee.

It might be cited that the Bray cellar is dry and of just a moderate temperature, not too cool and not too warm. This is probably responsible for the perfect ageing of the supplies that are carried, and which permits of scores of cheeses being stocked without danger of loss.

F. P. Houlahan

Collecting 95% Book Debts in Forty-Five Days

Unique Results Obtained by May & Houlahan, of Sherbrooke—Credit Business Has Been Satisfactory—Extreme Care Taken to Prevent Mistakes in Customers' Accounts—Sales of Biscuits Large—Big Variety of 150 Lines—Much Maple Sugar and Syrup Sold and Exported to Far East—Munition Workers Will Return to Farms and be Customers Still.

F. P. HOULAHAN, of F. P. Houlahan and Co., retail grocers of Sherbrooke, Que., related with interest and enthusiasm to CANADIAN GROCER that they had collected 95 per cent. of their outstanding book accounts within 45 days. And the best part of it was that this had been done without any offence being given the store's customers.

Until recently the business was that of a joint partnership under the firm name of May and Houlahan. E. H. May, having felt it necessary to change his place of residence, recently withdrew and will go to California. A long and successful partnership of twenty-two years has thus been terminated, Mr. Houlahan continuing under the above name.

Perhaps it is not amiss to say that accounts are, or should be, partly collected before they are created. That is to say, if credit be wisely extended, the chances of loss through non-collection are greatly minimized. This has been just the experience with May and Houlahan, and because of their care, the extension of credit has been very satisfactory.

Extreme Care Taken

Great care is taken to prevent mistakes in making up accounts. Both Mr. May and Mr. Houlahan emphasized the importance of this. Even to have a small error in the account of a customer is not pleasant. That they may be eliminated to the point of least frequency, great care is exercised in making entries. "We all make mistakes," said Mr. Houlahan, "but we have been quite successful in having our accounts accurately made out when sent to the customer. It is one thing we are extremely careful about, for errors are sure to make a bad impression. All accounts are carefully checked before they go out."

Another thing. "I never argue with a customer,—he is always right." If a customer should report the receipt of a bad tin of fruit or other article, it is at once replaced. Such treatment will surely develop the honor of the buyer if there be any inclination to deceive.

Another thing. With so liberal a policy, a store will come to be recognized as reliable. And reliability, after all, is what the worthwhile customer, the steady trader wants. It is a great point.

A. S. MAY

The retiring partner of May & Houlahan, Sherbrooke, Que., who has been in the trade for a quarter of a century.

Time may be required to establish a business, but where this principle prevails the structure has a firm foundation.

Some Big Sellers

Mr. Houlahan is a believer in carrying stock enough to meet the needs of a large trade. He says it pays. Doubtless it was a source of much satisfaction during the war period to have so varied an assortment as the store carries, but even more so to have a big quantity of goods behind the varieties displayed on the shelves. For instance, Mr. Houlahan said that they had been so fortunate as to have a big stock of imported goods on which the firm had built large business. Many of these lines had been sold out of every supply house, he stated. As far as they were concerned they had had enough of most lines to carry them through, and with soaring prices,—the result of higher transportation and other manufacturing costs, they had been able to maintain a very good margin of profit allowing for the carrying charges on the invested capital in such stock.

Biscuits have sold well. To such an extent has this line been developed that it is found profitable to carry nearly 150 lines in normal times. Since the outbreak of the war it was impossible to secure certain lines from over the sea. This reduced the varieties to about one hundred and ten. Even this is a very big variety, and Mr. Houlahan stated that it was good business, in their opinion, to show so many lines. Every customer could be suited.

One man is made responsible for the biscuit stock. He is given an opportunity to study the variety carried and to make himself familiar all through with the stock. He gives the order when a traveller calls, and all that the head of the firm does is to o.k. this, if satisfactory. This inspires confidence in the help and is one of the big arguments as to the division of responsibility with the clerk.

Maple Sugar Sent to China

"We are situated right in the heart of the maple sugar industry and have developed a very nice business in this line. We shipped to practically every Province in Canada and to some of the New England States, and have sent syrup as far as Russia and maple sugar to India and China."

The interior of J. P. Houlihan & Company store, Sherbrooke, Que. A. S. May, who recently retired from partnership with Mr. Houlihan, appears in the foreground.

This statement of Mr. Houlahan surely denotes enterprise and is an index of the resourcefulness here employed in reaching out where business is to be had. Here is a line of goods quite native to the great Province of Quebec. It is a natural product, and it may be said that the distribution of this commodity is a real advertisement for Canada—"The Land of the Maple." It would seem that the firm has improved a real advantage in thus distributing so widely one of Canada's natural products.

Workers Re-absorbed

Since Sherbrooke is a large manufacturing centre, and one from which munitions came prior to the signing of the armistice in large volume, CANADIAN GROCER asked how it was planned to make up for the big loss that would result from the workers being thrown out of employment.

Mr. Houlahan said that the change would not cause the slump in business that some would think. True it was that several thousand had been engaged in this work. They had made good money. Many had spent freely and perhaps had not saved as much as they should have. Others had saved considerable sums. Many of the workers had come from the farms and to these they would return. In fact, as one man pointed out, "it was much like a holiday from the farm life to that of industry." These men would return to the farms, and were already doing so, stated Mr. Houlahan.

"Adjacent to Sherbrooke" he continued, " is a large and splendid agricultural section. This is about 50 miles square in extent, and it affords us a big trade. Added to the large trade we have in the city, we are able to count on a big list of steady customers all the while."

With a continuing activity in Sherbrooke from a manufacturing standpoint, the trade at this store is expected to remain most satisfactory and one of the best features is that of a maintenance of a big annual turnover, made possible in large measure by the comprehensive stock that is always available.

GROCER MAINTAINS ODORLESS FISH DEPARTMENT

"HOW do you keep this fish without any odor of objectionable nature arising from it?"

Such was the question asked by CANADIAN GROCER of Bray Bros. Reg'd, Sherbrooke. For when the writer was shown this big display of fresh fish he noted the absence of any odor whatever—a very unusual thing where fish is kept of the fresh or frozen variety. And the answer came in one word,—"Cleanliness."

This led to an interesting outline of the method used here to maintain fish in prime condition, and to keep it from the usual objectionable odor manifesting itself which is, with many, ample excuse for not stocking fish at all. It is very safe to say that many a grocer would be selling a larger variety of fish if he were persuaded that this objection is removable, and without any more than average care being directed to the care of his stock.

Use Cleansers Here

It is seldom that one can answer a question so briefly as Mr. Bray answered the above query. He was enthusiastic regarding the sale of fish and it has been found profitable. Since there is a large English-speaking population in Sherbrooke, it has been necessary to cultivate the fish-eating habit and good merchandising has resulted in large sales being made weekly at this store. In fact the special ice box in which the fish is kept holds one and a half tons of crushed ice, and the drip from this is conveyed directly into the city sewer, saving the grocer a big lot of extra work.

In conducting the fish department, the large case or ice box is periodically cleansed. Chloride of lime and washing powder are used and through the exercise of eternal vigilance any small bits of fish are prevented from accumulating and decomposing. Crushed ice is kept in the ice chest to within about a foot of the top and two hinged covers are used to prevent dust and flies, etc., from contaminating the fish. The large body of crushed ice permits a big supply and variety of fish to be carried in stock, and as the box is about four feet wide and seven feet long it will be seen that there is plenty of room.

Wholesomeness Necessary

It has taken a long while to convince some people that fish should be a regular part of their weekly dietary. One of the best means of education along this line, Mr. Bray said, was an absolute reliability in supplying fresh and wholesome fish on every order received. "Our customers know that when they leave us an order for fish there will be no question as to its being in prime condition, and ready to use at once. It is very important to sell only good fish and we never take any chance on filling an order with any but prime fish that is sure to please."

In the matter of display, the Bray store has a regular oyster case at the front of the store, outside, and this is a help in developing the sale of this line, and which is very satisfactory. Cases of codfish, finnan haddie, etc., are placed there too. These are opened and a sheet of clean glass placed over the top and the passerby is tempted by the neat and attractive showing. It brings in many an order.

View of the main street, Richmond, Que., and the market at Sherbrooke, Que.

Sherbrooke Grocers Are Ready for Peace

Although Signing of Armistice Meant Tremendous Reduction in Pay-rolls Good Trade Will Prevail —Manufacturing on Peace Basis Will Continue to Expand—Munition Workers Profited Greatly by High Wages—By Watching Leaks and Conserving Capital Future Will be Faced With Confidence—Cash Basis Now Promises to Become General.

A REDUCTION of the pay-roll to munition workers of from $75,000 to $125,000 weekly has not dampened the ardor or enthusiasm of Sherbrooke, Que., people to the extent that so great a sum would indicate, and the grocers of the city are among those who look for good things in the coming days. This does not mean that the loss of this big pay-roll is not being felt and that it will not be felt. But with the prevailing spirit, as recently outlined to a special representative of CANADIAN GROCER, a confident one, nothing can prevent the live grocer from securing his share of the trade that must come from the large army of workers that remain, and from the big population of this thriving city in general. For there is a very large amount of general manufacturing still being carried on in Sherbrooke. With good wages being paid, and with the return for labor likely to be good for some time, there is every encouragement to look for good business in the year ahead.

Some Have Saved

It has been freely stated that many of the munition workers have, during the past three or four years, saved but a small portion of the money that came to them through the fortunate circumstance of a high return for their labor. While there is truth in this statement, alas, it also is as true that some have saved. One of the leading retail grocers of Sherbrooke stated to CANADIAN GROCER that one of his customers had saved in the neighborhood of $8,000 in cash, and that this was the result of a studied weekly economy whereby the Savings Bank Account got the big end of the weekly wage drawings. If that has been multiplied by even a fair proportion of the thousands of workers who, on November 11th, were given unmistakable warning that their services would not be required much longer, then there ought to be no fear as to the ability of these people to buy their legitimate needs for a long time to come. Thrift is one of the best allies of the groceryman's customers. They are thus made better and more careful buyers, and with an increasing desire to buy the best foodstuffs, a higher class of general groceries can be offered.

Favorable Factors These

Sherbrooke is fortunately situated with regard to Industrial development. She has a considerable number of regular manufacturies and there is promise of much development being undertaken in the days ahead. This means that there is a considerable advantage from the circulation of wages, and as a general thing the wage earners are getting a good return.

Then the geographical location of the city enables the manufacturer to secure his power at favorable rates and plenty of it. Labor problems are, it is stated, not acute and it is expected that these will be even more favorable as general readjustment of conditions is effected.

In a general way the grocers of Sherbrooke have been working toward the goal of getting their selling close to a cash basis. But even if this is not accomplished at once, the condition of credits generally has been reported most satisfactory, and with a very small percentage of loss attendant upon the operation of selected credit extension. It promises to be a successful year for Sherbrooke grocers. And with a very large tributary agricultural district of fertile character it is to be expected that even new records may be attained.

Pierre Henry, general merchant, L'Annonciation, has been succeeded by O. Ostigny.

P. Larochelle and Israel Larochelle, general merchants, Farnham, have been registered under the firm name of P. Larochelle & Frere.

2,000 Telephone Orders Monthly

Although in Business Only Since August Last, Big Business is Developed By Sherbrooke Provision Merchant—Store Space Small But Sales Total Large —Spicy Advertising Used—50% of Sales Attributable to Courtesy

"THIS book of orders represents the business that we received over the telephone alone in the month of October last."

The above statement of V. A. Olivier, Sherbrooke, Quebec, indicates how extensively the telephone is used by the women of this city in securing their supplies from day to day. This speaks only of the orders received by telephone, while the number of customers coming regularly for their wants would fill, if recorded, another large book. The expansion of this business has really been remarkable, and particularly when it is considered that Mr. Olivier sells only fish, poultry, cooked meats and canned goods and that he has been located here only about six months. There are reasons for his steady and consistent progress which indicate unmistakably that it pays to mind little things; to give attention to the whims of customers, and to always wear the winning smile that must be a big asset to the tradesman who is constantly meeting consumer trade.

Special Fish Manager

Recognizing the fact that the development of a fish business must be based on consistent principles and that some men know more in five minutes about the handling of fish than others could know in five days, Mr. Olivier placed the fish department of his business under the direct charge of Edgar Dupuis. And when CANADIAN GROCER was introdcued to Mr. Dupuis and looked over his department and spoke of this feature of the store's development, it was readily seen that Mr. Olivier had made no mistake in selecting his manager. For Mr. Dupuis was particularly enthusiastic regarding this part of the business and has been a real factor Mr. Olivier pointed out in the growth that has taken place. It would indeed seem that one must be "sold" in the matter of making fish a feature in the grocery or provision business. Sentiment as to the undesirability of fish as a big line in the grocery store is fast disappearing and when so many are now making a success of this feature, actual methods of a progressive and profitable nature will bear relating and prove timely in this, the reconstruction, period of Canada.

Important Principles

In addition to the importance of having a good man at the head of a department there are some prime factors that Mr. Olivier has laid down for the conduct of his business. One of the first is that of cleanliness. The accompanying photograph of his store interior conveys pretty clearly that this is manifest to the many who call here for their supplies. The woodwork to begin with is painted pure white. Perhaps no other tint could take its place in the fish and provision store and make for attractiveness in the same degree. The spotless walls and fixtures as presented when thus treated help to improve the buying desire of the customer, once the store is entered.

While the store is narrow, and not very deep, there is ample room to take care of a number of patrons at one time and without crowding. No attempt has been made to place a lot of boxes and tables in the front on which to display goods. On the other hand there is no over-crowding but the display, as will be seen, is complete and convincing.

Courtesy—Advertising

While a large part of Mr. Olivier's success is due to care in handling his customers, this feature was not dwelt upon by him when the writer was in his store. But from a nearby patron came the remark, "I believe that 50 per cent. of Mr. Oliver's business is due to his

Interior of the V. A. Olivier store, Sherbrooke, Que., showing what can be done in the way of effectively using limited space.

business courtesy. He is always cheerful and friendly and treats his customers courteously." That is a tribute of worth always, but it is the more so when coming from a business man who has found this to be the case in personally dealing at the store.

Of newspaper advertising Mr. Olivier is an enthusiast. He has followed this means of publicity closely and in his "copy" there is a message that is interesting but also effective in bringing the buyer. Perhaps it is because this advertising is more or less conversational in tone that it has succeeded in developing trade. Then there can be no line of goods concerning which one has a greater opportunity to whet the appetite of prospective customers quite so effectively as the seller of foodstuffs. Mr. Olivier has used this fact to good purpose.

Cooked Meats—Little Things

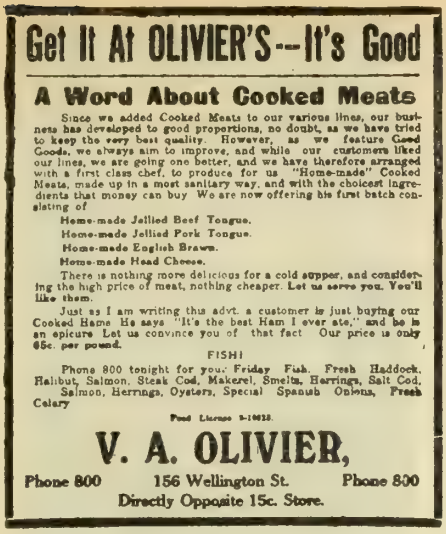
In the matter of further development, Mr. Olivier has arranged to have Mrs. Olivier assist in the evening by taking orders over the telephone. Attention to this service is called through some of the advertisements appearing in the Sherbrooke daily papers. Sitting quietly at home over the paper and discussing "to-morrow's dinner" with the man of the house, the busy wife is given a suggestion for the dinner menu upon which she is prompted to act without delay. The invitation to use the 'phone is accepted and the store gets her order. The result of last October's telephone development in point of orders bears eloquent testimony to the effectiveness of this extra service after hours; it pays.

At the present time Mr. Olivier is making an effort to enlarge the trade for cooked meats. Advertising in a unique manner is expected to do this. Appealing to the advantage of getting a pound or so of tasty cooked meat without the trying and undesirable experience of sweltering over a hot fire at home, the woman of the house will doubtless again use the telephone to get some of these tasty and appetising meats.

Mr. Dupuis is very careful to give good service in the fish department. He has a special room where the fish are cleaned and prepared for the customer. This is really kept clean, and to this fact is attributed the absence of disagreeable odor, where fish are permitted to become tainted and objectionable through carelessness. It is little wonder that sales average from 2,000 to 4,000 pounds per week, according to the season.

Fruit a Seller—C.O.D's

There are two things more which must be maintained. A great quantity of apples are sold. These are brought to Sherbrooke in boxes. The reason for this, largely, is that the store trade for apples can be catered to very successfully from box apples. If a good grade be bought, of a bright and attractive variety, apple sales are accelerated. That is to say, the average customer passing the window is readily tempted to step inside for a small basket of apples displayed in the window. The small basket is used and thousands of these are disposed of filled with apples. A case in point as mentioned by Mr. Olivier illustrates the value of attractively placing goods before the prospect. He said: "A lady came in a while ago for some apples. She wanted more than the quantity contained in these small baskets and I showed her those in the regular standard apple box. Of course we had wiped the stock off which was put in the boxes and it did look more attractive. I explained that the big boxes had the same fruit in them, but the consumer replied, 'No, I like these best,' and she paid the higher price for those in the small box."


Get It At OLIVIER'S--It's Good

A Word About Cooked Meats

Since we added Cooked Meats to our various lines, our business has developed to good proportions, no doubt, as we have tried to keep the very best quality. However, as we feature Good Goods, we always aim to improve, and while our customers liked our lines, we are going one better, and we have therefore arranged with a first class chef, to produce for us "Home-made" Cooked Meats, made up in a most sanitary way, and with the choicest ingredients that money can buy We are now offering his first batch consisting of

Home-made Jellied Beef Tongue.
Home-made Jellied Pork Tongue.
Home-made English Brawn.
Home-made Head Cheese.

There is nothing more delicious for a cold supper, and considering the high price of meat, nothing cheaper. Let us serve you. You'll like them.

Just as I am writing this advt. a customer is just buying our Cooked Ham He says "It's the best Ham I ever ate," and he is an epicure Let us convince you of that fact Our price is only 65c. per pound.

FISH!

Phone 800 tonight for your Friday Fish. Fresh Haddock, Halibut, Salmon, Steak Cod, Makerel, Smelts, Herrings, Salt Cod, Salmon, Herrings, Oysters, Special Spanish Onions, Fresh Celery

V. A. OLIVIER,

Phone 800 156 Wellington St. Phone 800

Directly Opposite 15c. Store.

A specimen of the type of advertisement used by the store. Reduced to about one-quarter size.

Noteworthy indeed is the fact that the store's business is practically all cash. Phone and other orders are, as a matter of fact, conducted on the C.O.D. basis. It is a good policy. It but illustrates very forcibly that when other service is given, such as courtesy and a high-grade product, the merchant can get his money on the spot. And with a quick turnover such as Mr. Olivier has been able to maintain, he has solved, as far as his own business is concerned, a problem that still troubles many a merchant—that of credit. To maintain a rigid policy in this respect has been a big factor in this store's success.

Selling Molasses By the Carload

An Effective Trade Feature Adopted by William Murray & Co., Sherbrooke, Que.—Make Practice of Using Prices in Advertisements

"WE sell about two carloads of molasses in twelve months," was Wm. Murray's reply to the special representative of CANADIAN GROCER who called recently, and, among other things, asked regarding the sale of molasses.

Certainly a carload of molasses is a great quantity. It is possible to grasp some idea of what this means when each car will contain some 25 puncheons or thereabout, each weighing in the neighborhood of 1,200 pounds. Some molasses. And then, how is this great amount disposed of?

Wm. Murray and Co. have been established in the city of Sherbrooke since 1863. They have, among other things, found advertising to be one of the greatest helps in building up trade. "It is the big thing," as Mr. Murray put it, and he handed the writer several of the advertisements that appeared in recent issues of the local paper.

Prices Always Given

The most interesting part of the store's advertising is that prices are quoted. Little time is taken up in preliminaries, and bedrock is reached at the outset. The printed price is of absorbing interest to the housewife. Though she may be possessed of the wherewithal to buy what and where she wishes, there is that about a published price which interests the possible buyer greatly. Perhaps many sales are made at an average high price but on which the exact price is given, and which would otherwise not be developed into sales at all. In any case, Mr. Murray is an advocate of advertising in this way. Mr. Murray indicated that prices were always given.

In the matter of disposing of molasses the big sale has been developed through quoting a favorable price to the customer. In this part of Canada molasses is a favorite product. So favored is it that the French Canadian in particular uses it in many ways. It is a table food with him and usually available at meal time. Spread on bread, cooked with beans, or used as a marmalade or sauce substitute, the family gets away with a gallon in no time and the food value, being large, this item is one of the bigger ones in his dietary. Mr. Murray stated that sales were made in quarts, half gallons and gallons, for the most part. Of course purchases are made in car lots and a better price is thus secured.

For many years Mr. Murray stated that he handled liquors. This has been a big line with the grocery trade in Quebec Province. For several years groceries only have been sold, and while there is a good margin of profit from the sale of liquor there is a lot of work connected with it. And there also is much labor connected with selling groceries. Mr. Murray said that he had found the life of a grocer to be a busy one and there is always plenty to occupy one's time. Profits were to be had only by turning over stock as frequently as possible, and by thus being able to buy right and sell at a favorable price.

The New Spirit of the Grocer

By JOSEPH LAPORTE of Laporte-Martin, Limited

JOSEPH LAPORTE
Of Laporte, Martin, Limitee, Montreal.

WHEN war broke out in 1914 a black cloud loomed big upon the horizon of business and we all wondered what was going to happen. We waited with anxiety for developments and prepared for the worst.

As the requirements of the Allies became more varied and pressing, orders for all kinds of war material came in thick and fast, and very soon we enjoyed good business and prosperity. All through the war, the market, as a result, has been to the advantage of the seller and it was therefore comparatively easy to dispose of stocks. We became imbued with the idea that business was easily obtained and we were carefree with our business and our profits. In other words we became, in a certain degree, independent. Had it not been for certain rules and regulations enacted to restrain trade, I fear very much that prices generally would have gone much higher, and readjustment would have been much more difficult than it will be.

Then the war suddenly came to an end. At the good news, wild joy, and celebrations prevailed; then our thoughts turned to future and business. Fear entered our hearts again. Munition plants and other war activities were to close down, export of foodstuffs was to drop, stocks were high, and the volume of business must fall with the decrease of demand. Here and there one heard a few optimistic remarks, but as a general rule, expressions of fear and black thoughts prevailed amongst business men. It was the reigning hour of the pessimist.

What was the good of it all? Instead of our hearts being filled with thoughts of gladness and thankfulness for the ending of the war and the return home of thousands of our brave lads who had sacrificed all for the great cause, we looked upon the situation in anguish. The result was, that, some fearing loss, started to unload their stocks before their competitor did it first and others followed suit. Add to this, the pessimistic talks of those who never accomplish anything excepting, perhaps, unsettling the hopeful views of others and you will have a combination strong enough to defeat the very purpose that we are striving to attain,—namely, the gradual return of normal conditions.

Optimism the Need of the Moment

Strong optimism is what is needed at this moment, and right here the retail grocer can render an immense service to business in general. None, more than he, comes more frequently into contact with the customer, and none has a closer viewpoint of the trend of sentiments and opinion than he. Let him resolve to talk in a bright and cheerful way of business and conditions, soon others will be doing the same and confidence will be restored. Then, go to your nearest competitor, and if any price-cutting has been going on, arrange with him to stop all cut-throat competitions. He will receive you with open arms for he too may be anxious to meet you for the same purpose. Next resolve that both of you will become closer friends, working with a view to mutual benefit. Then you might start a strong drive for business by adapting, not price-slashing, but progressive methods, and do not forget to resolve that you will make your talk cheerful and optimistic. Pass the idea to your clerks and very soon you will note gratifying results. Keep in mind that knocking and price-cutting do not increase your turnover in the long run, but that these things make a serious inroad upon your profits.

Supply and Demands Will Take Care of Price

The law of supply and demand will take care of readjustments in prices. There has been too great a destruction of wealth during the last four years to admit of speedy recovery on the part of the nations engaged in the conflict. It will be long before the low prices prevailing before the war began, again become the order of things. In fact this is something we who are now here may never see. Notwithstanding all reports to the contrary, stocks in dealers' hands are not heavy in many lines of business, and it will be some time before certain lines are replenished. The retailer who has bought in anticipation need have no fear that he will suffer severe loss, because there are many factors in his favor. The increase in wages, which will add to purchasing power and to the natural desire to live under better conditions; also the plans devised and soon to be enacted of providing land for the returned soldier; the building of good roads, constructions of many dwellings, replenishing of rolling stock by the railroads, the building program of the Canadian Government Railways, and the development of export business, all these are big and favorable factors.

Need of a Wider Viewpoint

Then I would suggest the great importance of dividing our time and attention to a greater degree than we have been doing, between our own business and big national issues. We have been too apt to concentrate our efforts solely upon our personal interests, thereby neglecting to take a sufficient amount of interest, it may be, in community, provincial and national issues. We must broaden our thoughts. Let us become better Canadians by taking a great part in public affairs. We owe it to the State to give some of our time to the study and solution of problems so vital to our own future. Let us not forget that the State is, "All of us working through the medium of some of us."

As for our own individual business, let us not fall into a rut. Let us strive to keep abreast of progress. We will render better service and will derive greater benefit from it. Let us also make the firm resolution to think in a big way; to work with the double purpose of national and individual progress. Most important of all to be strong minded, uncompromising optimists. This spirit will then soon become popular and contagious.

OTTAWA R. M. A. ADVOCATES EARLY CLOSING HOUR

Memorialize Ontario Branch to Have Closing Hour Changed From 7 to 6 p.m.

Ottawa, Feb. 17.—A meeting of the Ottawa Branch of the Retail Merchants' Association was held Monday, February 17, A. J. Alexander presided in the absence of President E. R. Fisher. The meeting was called to consider an amendment to the Early-Closing Act. A resolution was passed that the Ontario Provincial Board of the Retail Merchants' Association ask that the Act be amended so as to make the closing hour six instead of seven, as it now is. A committee was also appointed to wait on the retail merchants and get their views on the proposal to make retail store hours from 9 a.m. to 6 p.m., closing on Wednesday afternoons during July and August. If this is favorably received there will be legislation introduced to enforce it. This applies to all retailers except those dealing in eatables. A resolution of condolence on the death of Sir Wilfrid Laurier was passed.

L. M. Poulin and E. R. Fisher have been delegated by the retail merchants to attend the meeting of the International Retail Delivery Association, which is to be held at New Orleans. They left for the South on Tuesday.

Richmond Grocer Gets Share of Railway Payroll

Out of Annual Payroll of $500,000, McRae Bros., of Richmond, Secure a Favorable Portion—Railway Employees Are Good Buyers—Watching New Accounts —Farmers Want to "Salt" Money Received From Dairying

THE town of Richmond has among its citizens some 350 to 400 railway men, who draw in annual wages and salaries around $500,000. A great amount of this must be spent for foodstuffs, and it is therefore a trade worth having, and to which the resourceful grocer will cater.

McRae Bros. have been getting a fair share of this trade. It is profitable business, providing one selects with care the customers whose patronage he wants, for, as pointed out by Mr. Angus McRae to CANADIAN GROCER, "there are good and bad." And again, "Some new comers go all over town to see where they can get credit. They overbuy and cannot pay, perhaps, at the last place, and are therefore not the best customers, for even if they do pay they are too uncertain."

The railway engineer, fireman, brakeman, and even less responsible men get good money these days. A large proportion of these men are married and have homes of their own. They work hard, need good food, and their wives are free spenders. The class of food they want is the best, many of them buy in quantity, and if on extended credit, this is only for two weeks, for the men are now paid twice each month.

Provisions Big Sellers

Owing to the dearth of building in particular, since the beginning of the war, Mr. McRae pointed out that staple groceries had met with a large sale. This was the experience of the firm, and fish, canned goods, beans, salt pork molasses, etc., have been figuring largely in the selling for some time. And then, a large part of the patronage comes from the farmer

The railway man is a great tobacco chewer. Some of these fellows will buy several plugs of chewing tobacco, Mr. McRae pointed out. They also are smokers, and a good trade is done in smoking tobaccos and in cigars. Cigarettes have figured prominently in sales, but the trade in these was stimulated largely during the war when the men were being sent smokes.

Farmer Thinks Grocer a Banker

"Although this is a dairy district and farmers get their money frequently, they are sometimes slow pay," said Mr. McRae. One man walked in recently and said, after he had just given me a cheque for his purchases, "Oh, say, you buy dried apples, don't you?"

"Yes, we do."

"Well, would you mind tearing up that cheque and I'll bring you in apples for these goods the next time I come to town; I don't like to take the money out of the bank."

This is one of the unreasonable things which confront the grocer from time to time, and it is unfair that the farmer should think he is dealing with a banker. The grocer has a perfect right to protest.

On the other hand there are many reasonable men who are ready to pay as they go and to recognize the fact that groceries have to be paid for by the dealer. In a dairying district such as surrounds Richmond, there ought not to be any difficulty in making reasonably prompt settlements.

ANGUS McRAE

The present proprietor of the McRae Bros.' store, Richmond, Que.

Pleasing the Farmer

The McRae store is a large one, but the property on which it stands has a cosiderable vacant space at the side and rear. This has been enclosed by a high-board fence and the farmers are permitted to use this when they come in. Driving their sleighs or rigs in here, they are able to go about and do their trading, feeling that their teams will be safe and also convenient to reach when ready to return home.

Then again, "When the farmer comes into the store, we do not hurry him," said Mr. McRae. "He likes to look around and find out what we have. When he finds this he is more ready to buy and does not like to be hurried. We have followed this plan of letting him make his own selections."

Carries Hardware, Too

The turnover of this store runs around $50,000 per year, and this is made up, in part, of hardware. A nice range of these goods is carried, and in normal times builders' hardware lines are prominent in the sales. Since 1914 they have been less in demand and this meant that greater effort had to be spent on the grocery department.

The arrangement of the store is suited to a farmer's trade in particular. That is to say, there is no definite division between the grocery and the hardware departments, although the stocks are quite decidedly separate. The store is of splendid width, and the farmer can roam around as he chooses, having ample room to select his wants. Tables and shelving are arranged on the floor and a good showing of enamelled ware, crockery and dishes is thus afforded. Arrange-

The interior of the McRae Bros.' store, Richmond, Que., showing the arrangement of the grocery and hardware departments, that give a range of vision over the whole store.

ment has also been made for large storage capacity immediately at the back.

May Get Shoe Factory

As stated above, this is a dairying district. The country is well-populated. There is a big demand for shoes and cheap and abundant power is available through neighboring electric power. In view of this, plans have been under way to establish a shoe factory. The local council have already had a tentative plan under consideration from an outside concern wishing to establish here. Others urge the formation of a company from among the citizens, favoring the plan of development from within. In any case, if this project goes through, it is believed that it will grow. Work would be afforded for a number from the outset and, as the industry developed, the payroll would grow materially. There is a good deal of interest in the project, for the material and power available are big factors that prompt many to take the suggestion seriously. It would doubtless mean more trade for the grocer.

Flour Mills Assured of Fair Business

Wheat Export Company Will Purchase 70,000 Tons Monthly For Some Months to Come—Will Give Mills 75 Per Cent. Production—Mill Feed Restrictions Removed

THE decision reached by the Wheat Export Company to purchase from the Canadian mills certain supplies of flour for the next few months, has relieved the very serious situation that was developing in the milling industry. This decision, while it will not provide for a capacity output, nor yet assure the same margin of profit as was in force before the embargo was imposed, will yet assure a substantial item of business for the mills that will enable them to operate at a modest profit, instead of having to face a deficit on their operations.

Mr. Stuart, of the Wheat Export Company, meeting with representatives of the millers and the Canada Food Board in Ottawa on Wednesday of last week, announced the willingness of the Wheat Export Company to make purchases of flour, of approximately 70,000 long tons monthly for the next few months. These shipments to be packed in 140-pound bags and delivered at the seaboard. The seaboard delivery price to be $10.60. This price is somewhat below former purchase prices, but even at that the mills with this better business appearing are not in a mood to be critical on that point. There have been no export orders since December 17, and there is a holdover of 72,100 tons of flour at the seaboard awaiting shipment at the present time. It is this fact that caused the recent discontinuance of purchases, and it is expected that these stocks will be moved at once, and that orders will be available immediately. There is no definite assurance of there being any permanence to these conditions. Mr. Stuart would not give a definite assurance that orders would continue, but contented himself with the statement that they would be available "for some months."

Fair Amount of Business

The Canadian mill capacity is 150,000 tons per month, so that the export orders amount to less than half capacity output, the monthly domestic consumption, however, of 40,000 tons, will assure approximately a 75 per cent. output, which is generally conceded as very satisfactory to the mills.

The purchases will be made in standard flour so that the Wheat Export Company can market it anywhere that the Allied Governments may find a suitable market. The only grades purchased will be Ontario Spring flour and Manitoba flour.

Another thing accomplished at this conference was the removal of the restrictions on the price of mill feeds. This restriction has been a very considerable hardship to the mills in the past, as they were compelled to sell these products at a loss. Should there be any increase in price of mill feeds, now that the higher American market is available, it would be an influential factor in reducing the price of flour. The domestic demand is not brisk, however, probably because of the low cost of other feed materials, and it is probable that the removal of the Canadian restrictions will result in an evening of the prices between Canada and the United States.

TO HOLD ANNUAL CONVENTION

The first annual convention of the Wholesale Grocers of Ontario is to be held next Wednesday and Thursday, February 26 and 27 at Toronto. Convention proceedings will take place at the King Edward Hotel, the opening session being due to start Wednesday morning February 26 at ten o'clock.

That evening a banquet is being tendered to the visiting delegates by the Toronto Wholesale Grocers and speakers who are expected will be present at the banquet to address the gathering are: Hon. A. K. MacLean, Acting Minister of Trade and Commerce; O. B. McGlasson, a leading wholesale grocer of Chicago, U.S., and past president of the National Wholesale Grocers' Association of the United States, and Henry Detchon, of Winnipeg, president of the Canadian Credit Men's Association.

The business sessions of the convention will be given over to discussions of vital importance to the trade, and it is hoped to have an address by W. C. McGillvray, of the Canned Goods Section of the Department of Agriculture. The wholesalers are planning on visiting some of the manufacturing plants in Toronto, the manufacturers having already extended invitations, and a large number of delegates from outside points are expected.

Rumor of Increased Tax on Tea

Trade Hears of Additional Tax of 5 Cents Per Pound — No Verification Possible—Would Yield Large Revenue

RUMORS are again afloat in regard to a further tax on tea. Some interests are inclined to think that the coming budget will contain an item providing for an additional tax on tea of at least 5c per pound, making the total tax 15c. Some versions of the rumor place the increase in tax as high even as 15c a pound. There are some, however, who feel that this move will most decidedly not be made. Others again point to the fact that Canada has an enormous burden of taxation to be met and she will need every dollar of revenue which they can secure to meet the interest on their bonds and provide for the payment of the principal at maturity.

One well-known handler on Front Street, Toronto, in discussing the question of a tax on tea, summed up the situation in this manner: "An import duty on goods of general consumption which are not produced in this country is a good, clean tax, all of which goes into the Government coffers with the exception of a small amount paid out for collection." This factor seemed to feel that with the coming of the day when perhaps the protective tariff would be reduced to some extent, that it might be found necessary to increase the tax on goods not produced in this country.

Probably the annual importation of tea into Canada can be placed at around 40 million pounds, and were an additional 5c per pound added to the present tax of 10c, it would mean an additional two million dollars revenue to the country. Going still further, it might be said that the additional 5c tax, if such a figure is the one that may be named, would pay the interest on approximately forty million dollars' worth of bonds for which the Government is responsible. However, it is somewhat hard to determine what the Minister of Finance may have in mind for the raising of the necessary revenue to meet Canada's war debt. As yet word of an additional tax on tea is only a rumor, and whether it has any foundation in fact is problematical. Some handlers are just as certain that a tax on tea will not be put on as it is possible to be in reference to anything the Government may inaugurate, so it seems a case of choose your own opinion.

Canada's Sugar Consumption Six Hundred Million Pounds

How This Was Allocated to Different Trades—Interesting Figures of Amount Consumed by Various Manufacturies

By T. M. FRASER, Ottawa Representative of CANADIAN GROCER

CANADA may be said to have hardly felt the pinch of the food shortage. The nearest approach to rationing was in regard to sugar; and the sugar supply was one which gave the Allies most trouble during the war. Only during a few months was it strictly regulated. The Allies were in the position, so different from that of the enemy countries, that nearly all their raw sugar was imported, and they had to devise a way to distribute the available supply so that each should get a fair share.

An International Sugar Commission was established in New York, in September, 1917, and the Sugar Division of the Canada Food Board was also set up there, our representatives being J. R. Bruce, A. R. O'Neill, and H. Mark Tapley, to insure that we should get a fair share with other nations.

It was largely a question of ocean tonnage to secure the supply, which had been coming from Santo Domingo, Venezuela, Surinam, the British West Indies and British Guiana, Peru, Java, Formosa, Fiji, and various small Pacific islands.

The greatest pinch came in 1918; and during the year 319,000 long tons, valued at over $37,000,000 were landed in Canada. There is now an ample supply arranged for the future.

Certain supplies were then allotted to Great Britain, France, Belgium and Italy; other quantities for the neutral nations; and the remainder went to Canada and the United States. This had to be divided among the six Canadian refiners on the basis of the 1917 supply. A weekly report was rendered by each refinery showing the amount of raw sugar received, as well as the balance of both raw and refined on hand.

The wholesale dealers were put on a coupon system, based on eighty per cent. of their average 1917 sales, and they also rendered a weekly statement of receipts and sales.

The Food Board had in view, in forming its regulations, the vital character of the use made of the sugar. The shortage in the homes had led to some criticism of the amount used in the making of candy and cakes, soft drinks, ice cream, and various other eatables which were regarded as semi-luxuries. At a meeting in April of the leading manufacturers of candy, cakes, ice cream, and such products the situation was put before them plainly. The complaints of the public were given consideration; but what was also of importance, an important industry was maintained in running order, though in reduced volume.

Consumption of Sugar in Manufactures

It is interesting to note the consumption of sugar by these and other trades in Canada as based on the figures for 1917. The Figures are as follows:—

	Pounds
Candy	55,$60,574
Biscuits	12,955,365
Chocolates	9,267,085
Gum	2,297,346
Syrups	567,897
Soft Drinks	13,573,224
Table Syrups	5,085,374
Jelly Powders	2,902,541
Pharmaceuticals	2,881,681
Tobacco	1,536,026
Fountain Syrups	325,852

Smaller quantities are divided up among about a dozen other trades; and on the whole list, an estimated saving of fifty per cent. was made. The total sugar imports of Canada in 1917 were over six hundreed million pounds; and the saving effected on the classes of articles such as above was upward of four million pounds a month.

The first regulations, made in May, had to be radically revised in June. A shortage of over one million tons had developed; and on July 15th, 1918, an order was issued affecting all manufacturers using sugar in any way. The Food Board took complete control of all sugar used for manufacturing purposes; the manufacture of icing sugar was prohibited; certificates were issued to every licensee with the allotment on a 75 per cent. basis. Rigorous control of manufacturers and eating-houses was begun, and a system of distribution to wholesalers and retailers instituted. The trade co-operated loyally with the Food Board; and although there was some grumbling from the patrons of public eating-places, the desired end was achieved with a minimum of friction.

It would be idle to say that there was not some chafing under the restrictions which the Board was obliged to impose from time to time; but it is a fact that the problem of sugar supply and control was one of the most diffiicult with which the Board was confronted.

CANDY AND BISCUIT MEN WILL GO OVERSEAS FOR BUSINESS

As a result of the meeting of the candy, biscuit, and confectionery men held in Montreal, the new association will send representatives overseas to seek export business. The matter was left with the new manager, C. J. Bodley, who was for some time in charge of the confectionery section of the Canada Food Board, and with the executive. It is understood that they will make appointments in the near future, and these appointees will go abroad to secure actual business for the various members of the association.

A. H. Milner & Co., Brampton, have sold their business to W. E. Coates.

Wholesale Grocers' Move Still Under Consideration

Need of Trackage Facilities a Strong Factor in Fostering a Desire to Move—Fact That Most Wholesalers Own Their Present Premises, However, Makes Any Present Move Unlikely

NO new developments have arisen in the proposal to move the wholesale grocery trade of Toronto from the Front street section to Dupont and Dufferin streets.

It is learned that there are 32 acres of land available there for such a purpose that could be readily provided with ample trackage facilities with little difficulty, and the site is purchasable at $450,000, which is believed to be a reasonable figure in consideration of the property values in the vicinity.

There is no question but that the wholesale trade would, all things being equal, be disposed to move. Many of them have long outgrown their present quarters, and cannot enlarge their premises, while the inability to get trackage to warehouses is a heavy handicap. The suggestion has been made that it might be possible to have tracks laid up the lane, which runs at the rear of most of these premises, but in view of the probable elevation of the tracks in the not so distant future, it is doubtful if the Harbor Commission would permit the laying of new track.

The real drawback to any definite action in regard to a united move is the fact that most of the wholesale grocers own their present properties, and do not see any way of using them were they to move to other quarters. Could this difficulty be removed, there is little doubt that the move would soon become a fact.

From Modest Store to Three-Storey Block

P. J. Girard Makes Progress at Richmond, Que., and Expands by Erecting Big Block—Buys Some Goods in Car Lots—Keeps Close Check on Markets—Light Delivery Truck Used For Town Trade—Has Seen Many Customers Return For Better Service and Goods—Gave Away 827 Toys at Opening.

ALTHOUGH it is some years since P. J. Girard began his grocery career in Richmond, Quebec, he has not marked time. His beginning was a modest undertaking and at that time, and until circumstances justified expansion, he was located near the Grand Trunk Station. Events changed the trend of traffic and as the town grew the pedestrian pathways were beaten farther away from the station. And so, some years ago, and after many interesting experiences in the first venture as a retail grocer, Mr. Girard moved into and took possession of the fine three-story building shown in the accompanying picture. He considered the matter from various angles, and, having made the big step toward expansion, he has continued to do business on an increasing scale. This has been possible through the greater accommodation for stock afforded in the larger building, display space, warehousing, etc.

Seeking Popularity

It may not be wisdom to seek popularity. Very often it leads to mischief for the principal. But when one seeks trade of the consuming public he must become known, and more or less favorably. Just how he would connect the opening of his new store with this big idea gave Mr. Girard some thought, and he soon found a solution.

He had made a purchase of toys for the Holiday trade during the earlier part of the season when he was to move. When he received the invoices for these, having selected the lines personally from samples, he was surprised to find that he had bought over $1,500 worth. Ten years ago that much money would buy a big stock of toys. How would he sell so many? He had not thought he was buying too many at the time. And then he hit on the idea of using some of these toys as an inducement to get the townsfolk coming to the opening of the new store with their children. Briefly then, he gave away on opening night 827 toys, the only stipulation being that a purchase of 25c and upward must be made and a prize would be given each child, and this prize would depend in value upon whether the sale was a 25c, 50c, 75c, $1, etc.

"It was a great success," said Mr. Girard. "Why, even my opposition called me up and said they were coming. And they did. The crowd gathered too and from the opening of the store at 7.30 p.m. to 9.30 p.m. we had a continual crowd. There was $300 cash in the till that night, we had given out 827 prizes and there were few toys left at the end of the season. My opposition grocers came in and helped us attend to the big crowds.

Buys Heavily—Watches Markets

Mr. Girard buys heavily. He says that he believes it necessary to carry a big stock if one wants a big turnover. His inventory shows that he is carrying about $22,000 stock and this is turned several times a year.

As an indication of what large buying Mr. Girard does on some lines he stated to CANADIAN GROCER that he would average about 1,000 cases of canned goods annually, and from 50 to 60 cases of macaroni, 50 to 60 cases olives and olive oil, etc. Of dried fruit his sales are large, and fresh fruit is a particularly large seller. Bringing forward large consignments of oranges, lemons, grapefruit, pineapples, etc., Mr. Girard claims that he has very often had supplies of these when others had not, and that he has, as a matter of fact, been able to build up a considerable sale of various lines to others selling at retail. "The secret of the fruit trade is in having this always on hand when others are out." For instance, he sold nearly three straight carloads of apples, in barrels mostly, between the opening of the apple season last fall and the 15th of January. He had bought these right. This he has been able to do by watching markets closely. Checking up prices from week to week in his trade paper he has been in a position to know what was a fair price, and if he needed goods of a certain kind he would know whether the price was O.K. This has enabled Mr. Girard to stick to his ideal: "I do not believe in turning over stock without a profit."

Service—Delivery

"We use a light delivery truck for town purposes," said Mr. Girard. This enables prompt delivery to be made and the customer needing an article quickly may obtain it. But, of course, it has been the effort of the store to make regular deliveries at stated intervals, the sending of a car out on a small order being too costly and altogether out of proportion to the profit gained.

"I have seen a number of customers come back to trade with me who have left for some reason unexplained," said Mr. Girard. "They have told me that they came back to get better service and goods that they considered of better quality too. I believe that people will pay for the service and the grade of goods they want. I do not intimate that my prices are always the lowest."

Mr. Girard has added various lines from time to time. His sale of tobaccos is very good and of cigars he sells many.

This is partly the result of his representing a cigar maker doing some distributing for him, but he also has developed considerable retail business.

Patent medicines have been a satisfactory seller, and among other lines added from time to time, and in which a fairly good business has been done, are crockery, enamelled ware, tinware, etc.

Mr. Girard has given of his time to municipal affairs and has been a member of the Town Council for some time.

One of the notable comments he made to CANADIAN GROCER was that he was able, without difficulty, to sell any particular line he got behind. If he were convinced that the line was dependable, he had little or no difficulty in selling it.

VISCOUNT, SASK. MERCHANTS FORM LOCAL BRANCH OF R. M. A.

The retail merchants of Viscount, Sask., on Thursday, showed their appreciation of the excellent work of the Retail Merchants' Association by forming a local branch, which promises to be a live force in that district. F. E. Raymond, the Provincial Secretary of the association, together with W. L. McQuarrie, the organizer for the northern portion of the province, went out and met the merchants, only one of whom was absent through business engagements in Saskatoon. Mr. Raymond explained the extension of the work of the association which the Provincial Executive had in view by the formation, in the place of purely local branches, of dividing the Province into districts and thus organizing district branches, each district to include approximately 250 members, with a district secretary in charge, giving his full time and attention to the work.

The interest shown in this extension of the work of the association was illustrated by the fact that on the following morning every merchant who was not already a member of the Provincial Association applied for membership. A good live secretary of the local branch has been appointed in J. J. Whittaker, Manager of the Beaver Lumber Co., who is deeply interested in the work and is keenly alive to the possibilities which lie before it.

Some Basic Principles Governing Credits

The facts and observations herewith given are recognized by many well-informed merchants as being vital when the extension of credits are under consideration. The "principles" herewith outlined are based on the expressed views of a large wholesaler and are adapted for the benefit of the retail grocer.—EDITOR'S NOTE.

THE young man about to start in business on his own account has a certain amount of cash to invest. Upon investigation he learns that this will not go very far in purchasing a stock that will meet the requirements of the trade he hopes to serve. However, having decided upon his course he sets out to see the wholesaler from whom he contemplates buying and is directed to the office of the Credit Manager. Just what shall he say and what collateral will be required of him?

Because of the fact that more men enter into business with limited capital than those who have an abundance, it has been necessary to evolve, in recent years, an important and extensive department in the jobbing house and over the functions of this department to place a very keen and clever man known as the Credit Manager. So important a role has this man to fill, that, upon his decision must rest, not the success of his own company only, but very probably the success or failure, in a broad sense, of the many clients served by his house and with whom accounts have been opened.

A Young Merchant's Assets

In addition to the capital possessed by the young man going into business, and which is sometimes the least important asset, he must primarily be honest. He will require to possess a large measure of good judgment, plenty of ambition, unbounded energy, and more or less training and schooling in some business principles at least. In other words, having asked for a line of credit, the prospective merchant must be willing and ready to establish with the wholesaler, through his Credit Manager, good and sufficient reasons that will entitle him to the stock he requires. Frankly, freely and fully, he must tell this Credit man his entire plans and withhold no details of his affairs. If he does so, in a very short time, the Credit man will secure the information which has been withheld. By training and experience, and even to a greater extent by that intuition peculiar to the modern credit man, he is able to discern the marks of a man and to size him up accurately. Gifted indeed is the Credit Manager and this is why he is so vital a factor in the conduct of a large business to-day.

The Far Seeing Credit Man

It may be that the Credit Manager of the jobbing house of whom the young merchant is buying has never seen him. How does he know whether, and to what extent he is entitled to credit? Apparently he does know, and it is unquestionably a fact in most cases that he does. He may be a thousand miles away, and yet he has means of judging you at that distance. In a great majority of cases it will be revealed to him through his own intuition, to what extent you should be permitted credit, and when he ought to be asked for settlement.

The Credit Manager is closely in touch with the travelling staff of his "house." These men are calling upon the trade constantly and are aware of the conditions in the territory they cover from week to week. They think well of the merchant and, other things being equal, the traveller is one of the merchant's best friends. Taken into the confidence of the real factor at the home office, the credit man,—the traveller will continue to be a source of help and advice to his own house, and to its customers also.

If asked to differentiate as between the importance of the expert salesman and the Credit Manager of a large jobbing house, and to designate which of them is most vital, many keen business men would unhesitatingly say, the latter. He it is who opens all accounts, and who lays down the policy to be followed in connection with each and every account. Upon him rests the important responsibility of continuing or of closing all individual accounts.

Sometimes the Credit Manager will be called upon to grant favors to clients. This may be in the matter of granting renewals or of exercising tolerance. He has great decisions to make. These may be made in a manner favorable to the customer or otherwise as his intuitive judgment may determine. This is why, very often, it is considered necessary to vest this office in a member of the firm.

A Good Friend of the Retailer

It is obvious, from what has been said, that the credit man can be a good friend to the retailer. But he must be treated with frankness at all times. If there is one thing above others that he will value more than another it is that frankness and straightforward honesty.

Therefore, be willing to take the Credit Manager into your own confidence. Write him, if there are any problems confronting you, or if you are within reach, call and speak with him. He will be fair with you and can very often give you good advice which will help you greatly.

MANAGER OF INGERSOLL PACKING COMPANY DIES

C. C. L. Wilson, vice-president and managing director of the Ingersoll Packing Company, Ingersoll, Ont., died recently after a brief illness from pneumonia. His sudden death came as a great surprise to his multitude of friends throughout the trade who, in the years which he has been connected with the company have learned to know and respect him. His death will be felt as a distinct and personal loss to many who knew him.

Dealers Introduce Goods to Customer

Third article of the series.

Can Turn Customer From One Brand to Another With Little Trouble

J. L. WYCKOFF, grocer on Dundas Street, London, Ont., had quite an attractive display of a certain brand of jam on his counter. This was the brand he was selling most of to his customers. In fact he stated he sold more of this brand tha nof all others put together.

"How did you come to select that one?" he was asked.

"I used to push another brand," he said in telling the story, "but I figured the company did not use me right in connection with a shipment of goods which was delayed and on which the price was raised when it did come, so I determined to cut it out and take on another. I decided on this one because I knew the line was pue stuff and was made by a good firm. I had no difficulty whatever in introducing it to my customers, and now I am selling more of it than all other lines. Very seldom do I find that a customer asks me for the line I used to push. This will demonstrate to you that a retailer who has the confidence of his customers can sell any good line he gets behind."

Encouraging the Interest of the Manufacturer

Mr. Wyckoff feels that when the retailer can show the manufacturer that he has the confidence of his customers and can sell them any good line, the retailer is then more inclined to get a square deal from the manufacturer in the matter of profits and good service. He spoke of a manufacturer of marmalade who had been unable to send him a certain shipment of goods he had ordered the middle of last year on account of priority in orders. When he did send them there was no change in the price, and he was given new season's marmalade. Accompanying was a very nice letter from the firm stating their regret there was such a delay in the order but pointing out they could not do otherwise on account of the general shortage of raw materials and so many orders ahead.

"A letter like that," said Mr. Wyckoff, "undoubtedly cements the relationship between manufacturer and retailer. I shall always take a greater interest in the goods of a firm of that kind than in those of one which does not treat the retailer as he should be treated."

George Reeks, of Reeks & Co., Talbot Street, St. Thomas, was found to be pushing the sale of a certain brand of jam and marmalade. He said that this year was the first in which he had got behind this line. He was convinced that it was a splendid jam and marmalade and for this reason he had got behind it and introduced it to a large number of his customers.

"Is the merchant a real salesman of the goods he handles, or does he just supply the goods for which the customer asks?" asked a prominent Canadian dealer recently.

"If he does, he is merely a more or less domesticated warehouseman and is worthy a warehouseman's salary. If he actually sells the goods, he is the most vital element in the chain of distribution, for he is the one who actually places the goods."

In this series of articles CANADIAN GROCER is showing by definite instances in the case of definite merchants, that the dealer is the most important link in the problem of distribution.

The Customer's Confidence the Great Factor

"We can sell any good brand of jam," he said. "Our customers have confidence in us and we have little or no difficulty in selling them the goods we get behind. In a large number of cases we have customers coming back and asking us for that brand since we introduced it to them in the first place. We have educated them up to the point of asking for a line of goods which we in the first place have sold them."

An Instance of Salesmanship

A customer entered the store of A. G. Bain & Co., Hamilton, and among other things asked for a jar of apricot jam, specifying a small jar of a certain brand, whereupon Mr. Bain called her attention to a large display of another brand on a table in the centre of the store. The jam was in tins, and judging by the customer's first glance at the display she did not seem infatuated with the idea of buying jam in tins.

"Is it good?" she asked.

"It is as fine a jam as you could get anywhere," said Mr. Bain. "We have tried it, and believe it to be as good an article as can be made. We will guarantee that it is everything we say."

The customer raised no further arguments but announced her willingness to take a small tin of this apricot jam. Before Mr. Bain was through with that item, however, he had taken her order for a five-pound tin of apricot jam, and three two-pound tins of other varieties of the same brand.

Sells Brand That is Most Profitable

E. Davey, Dundas Street, West Toronto, reports a very good business in jams. He carries three generally known brands, but some other well-known brands he has not stocked at all.

One Merchant Builds Trade For Line Formerly Unknown to Him or His Trade.

A customer came to the store recently and asked for a four-pound pail of a certain well-known jam. It was one of the brands that he did not stock. He at once opened a pail of another brand, telling her that it was of equal quality, that they had proved this to their satisfaction by using it in their own home, and that he would personally guarantee that it would satisfy her. The customer took the pail with hardly a remembrance of the fact that she had come in to buy an entirely different brand. What brand do you sell most of?" Mr. Davey was asked. He named the brand of a certain manufacturer.

"Do you think it is the best brand?"

"I think it is as good as any other or I would not sell it."

"Why do you give it the preference in selling?"

"Because I bought it at a favorable price and am making more money in selling it than in the sale of any other brand I carry."

"Do you find your customers unwilling to buy this brand of goods?"

"No. The merchant can sell anything he wants if there is a reason, and if the quality is satisfactory. I rarely let a customer go out of the store without buying, no matter what she asks for. We have always something we can sell in every line with perfect confidence, and we find our customers ready in every case to take our word for the quality of the goods. They believe we are considering their interest as well as our own.

Neighboring Merchant Sells Other Line

It is an interesting fact to note that A. Durie, who is on Bloor Street West, only a matter of two blocks or so from Mr. Davey's store, and who serves identically the same territory, gives quite another variety of jam the preference. When he gave his order to the wholesaler the wholesaler had suggested a certain brand of jam.

"Don't send me stuff I don't know anything about," he had protested, but on the wholesaler's assurance that there was nothing better on the market he accepted the goods.

Shortly after the arrival of the goods a customer entered the store and asked for some jam; the same brand that the customer in the case of Mr. Davey had requested. Mr. Durie informed her that he did not carry the line, but that he had another that was its equal in every particular, and that he would like her to try it, and that he would be glad to take all the risk, and would gladly receive it back if she was not satisfied. The satis-

faction that this customer later expressed in the product increased his confidence in the article that previously had been practically unknown to him, and while he carries several different lines of jam he puts his special effort into building a sale for this line, so that now his customers rarely ask for jam by name, or if they do it is most often by the name of the jam which he has been instrumental in popularizing in the locality.

"It's merely a matter of salesmanship," concluded Mr. Durie. "You can sell anything that you have thorough confidence in yourself, and the great bulk of your customers will never question you but will be quite willing to accept the suggestion offered."

The Importance of Quebec Fisheries

By J. A. Paulhus

EDITOR'S NOTE.—*Mr. Paulhus here speaks in reminiscent manner of the beginning of the fishing industry in Quebec Province and of its growth. Spending the greater part of his lifetime in handling fish, and making a close study of the various species of fish, their haunts and habits, he is at home with a subject of this kind and the observations made are alike of interest and of informative value.*

THE Province of Quebec fisheries are mostly interesting both from an economic and a historical standpoint.

The first attempt to develop fishing industry in this country was made as early as 1640, when a party of French explorers set foot on Borachois, in Bonaventure County, a few yards from the famous Perce Rock. Borachois is the corruption of the French Bar-a-choi, or, Spot to Land, and was, according to the historian, comparatively prosperous, when the settlement was ruined and pillaged by the Kerks Brothers when on their way to invest Quebec City. Under the French regime many fish concessions were given to people of rank and even of nobility, all along the Gaspe coast and even on the north shore. The Mingan Estate is on the shore, a relic of the old regime.

Still, in spite of the wealth of the waters contiguous to Magdalen Islands, to the shores of the Gaspe Peninsula and north shores the fisheries of this Province have not developed and have not contributed to the wealth of Canada in the same proportion as the newer Provinces of Nova Scotia, New Brunswick, and later still, the Province of British Columbia. This is due to two distinct conditions and considerations. First, the change in the habits of the consuming classes, which prefer fresh or frozen fish to cured or prepared fish, and secondly, the lack of transportation facilities. Quick and effective transportation is essential to the fish industry; in fact it is the life-blood of the industry.

Before the completion of the I.C.R., most of the fresh fish that came to this market was shipped from Portland and

J. A. PAULHUS
President of the D. Hatton Co., Montreal.

Boston. But as soon as the seaboard fishing centres of the Provinces of Nova Scotia and New Brunswick were in direct communication with interior markets, a big change took place. A large development of the fisheries by the Provinces from the seas was started and kept until it has reached the wonderful stage of progress where it is to-day.

By comparison, last year's catch of fish in Nova Scotia was valued at $14,168,319; in New Brunswick at $6,143,088, while in Quebec it was valued only at $3,144,378, or exactly half of the Province of New Brunswick and not quite one-quarter of value of the fisheries of Nova Scotia.

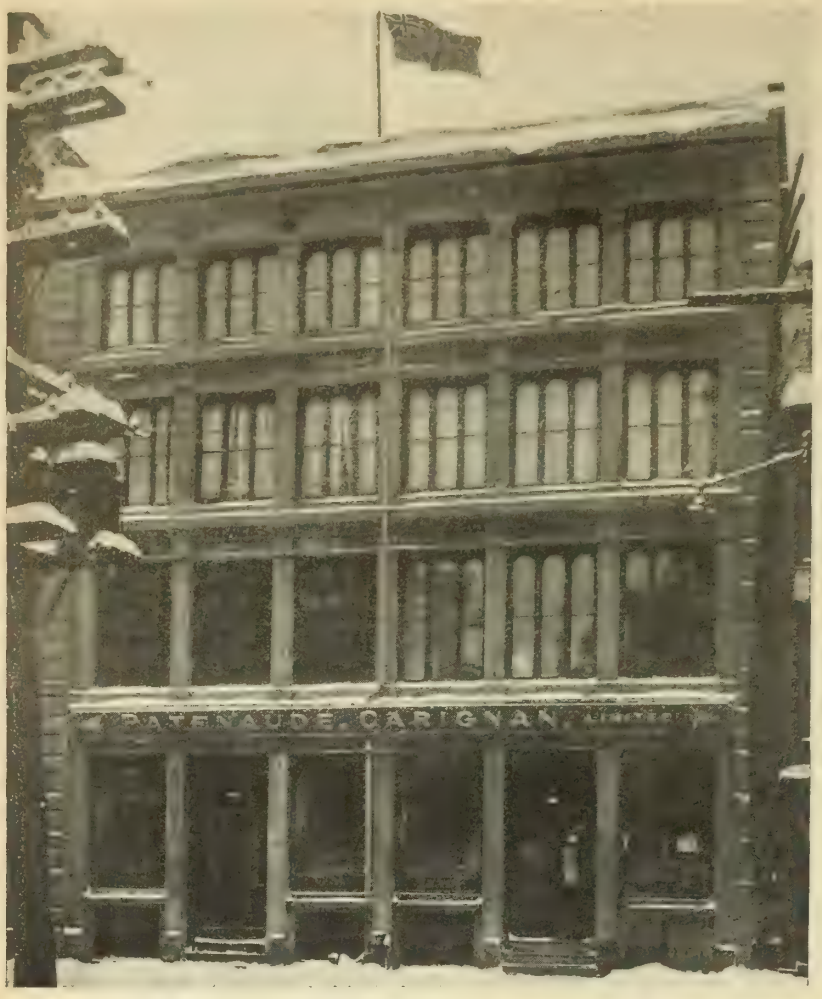
Province of Quebec fisheries are isolated from the best markets. The best fishing grounds of the Province, though not farther situated from Montreal than the fishing banks running east and west of Nova Scotia, have no direct communication by rail to consumers of the large interior cities. For instance it is adequately impossible to expedite fresh fish delivery from the Magdalen Islands and the same conditions would apply to many fishing grounds of the Gaspe coast and to the entire coast of the north shore.

Some years ago, when the demand for fresh and frozen fish was yet in a stage of development, more cured and salted fish was distributed to the inland markets with a seaport, and Quebec would then produce a few schooner loads of salted codfish and herrings which always secured a ready market, though the product, due to ignorance and lack of proper care, was not always of good quality. But it helped otherwise to keep the industry existing.

Of late, some progress in transportation and curing has been noted, but not by any means to the extent of the possibilities of the fishing grounds possessed by the Province, particularly the sea fisheries. Nowhere in the country is codfish more abundant than in the Bay des Chaleurs around the Magdalen Islands, Anticosti Islands and the North Shore. In this last-named region, codfishing is only of the amateur sort. In fact, fishing is done in the most primitive way, in small boats manned by one or two fishermen who will venture out to sea only by calm weather and not far out. Often, bait is unobtainable due to lack of prevision, while the fishing season, due to early severe weather in this part of the Gulf, lasts only a few months.

Not only codfish, but haddock, mackerel, herrings, lobsters, and even halibut are plentiful in some or mostly all of these shores. Every season, U. S. halibuters during June, July and August fare a few schooner loads of this valuable fish around Egg Island and this part of the Gulf that extends as far as Seven Islands and Moisie. Into this bay of Seven Islands, herrings enter at a certain time of the year, so that millions of pounds can be collected in a very short time. And about these big streams like the Moisie, the Natashquan, the St. Augustin, enormous quantities of salmon, sea-trout, eels, sturgeon, frequent these rivers, all fish of the most valuable species which could be marketed at any time if proper means to conserve them and facilities for transportation could be given the product.

Besides these most valuable fish, the province has also large streams like the St. Lawrence, the Ottawa, and their tributaries, which produce several varieties of fresh-water fish much appreciated by a certain class of consumers. The Laurentian Range lakes furnish to the markets of the epicurean temperament the brook trout, which has no rival where beauty of form and brilliancy of dress and delicateness of the flesh are concerned. Of course, these last-named rivers and lakes are in close touch with the best markets of the country, and the danger is not that fish be not marketed, but that the supplies become exhausted by over-fishing. We should turn our attention more to sea fishing and improve conditions there, if we want the Province of Quebec to occupy the position which she deserves, taking into consideration the wealth of fish that it has in store for us to exploit.



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OUR ITALI

J. LEON PATENAUDE
President

J. B. REM
Treasu

OUR B

Frontenac Brand

Tomatoes
Catsup
Corn
Peas, Petit Pois
Butter in Tubs and Prints
Beans
Peaches, Pears
Strawberry Jam
Raspberry Jam
Spices of all kinds
Asparagus
Sardines
Coffee, 1-lb., 5-lb., 10-lb., 50-lb. cartons
Japan Teas, 3, 5, 25, 40, 80-lb.

Peanuts
Vinegar, White Wine
Prunes

Pure Jams
12-oz. Bottles
16-oz. "
4-lb. Pails
30-lb. "

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Currants in packages
Muscatel Raisins
Sultana Raisins

Olives
In Bottles

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Vice-President

RIGNAN
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WAREHOUSES AND SHIPPING DEPARTMENT

ANDS:

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12-oz. "
4-lb. Pails
7-lb. "
30-lb. "

Sardines

Vichy Water

Sacred Wines

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" " Cana, sec
" " Jeanne d'Arc, doux
Avec certificat ecclesiastique

Olive Oil

Jeanne d'Arc, in gallons and bottles of different sizes

Wine Tonic

San Antonio
License No. 3452

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MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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PARCEL POST AND THE CATALOGUES.

SOME days ago, a whole baggage carload of catalogues of a Toronto Mail Order House left Toronto for Newmarket, Allandale, Barrie, Orillia and Midland. This is but one of many instances. From now on the postal authorities in these communities will be busily engaged in distributing these catalogues at the local zone rate. The Government will of course lose money heavily on this service, and the people will be taxed to make up the deficit. The Government does not challenge them, but contents itself with wailing over the failure of the parcel post system to produce revenue.

The parcel post has not failed. It has hardly been tried, and while such manifest infringements of the spirit of the postal regulations are permitted, it is unreasonable to call it a failure, and worse than unreasonable to make the general postal service cover the deficit.

A FURTHER TAX ON TEA POSSIBLE

WHILE nothing definite is known of the particulars of the next budget, there is a rumor going the rounds among the trade that there is a possibility of a further tax on tea. The rumor takes various forms, some placing the added tax at 5 cents per pound and some at 15 cents per pound. Such a tax would mean at the least a retention of the present price of tea, and very probably a sharp advance.

Tea prices have shown a marked advance since pre-war days, and the present tax in conjunction with difficulties of transportation and other factors, has rendered the price almost a prohibitive one as far as the poor man is concerned. A further advance would be a very serious factor. The present tax seems to be about all that the commodity will reasonably stand. With that tax unchanged there is a probability that there may be declines in package tea prices and possibly also in bulk teas. Any increase in the tax would in all probability mean a reversal of these conditions, a thing to be deprecated at the present time.

There seem to be many other commodities that can better stand further taxation than tea.

A CAUSE FOR SATISFACTION

THE fear expressed in some quarters that there would be much unemployment as a result of the transition from the works of war to the works of peace, seems hardly justifiable in the light of the recent address delivered in Toronto by the Hon. Gideon Robertson, Minister of Labor.

It is evident that the department is not waiting for such conditions to present themselves, but is starting a campaign to forestall any such possibility. The Federal Government has committed itself to an aggressive policy of construction and improvement that, as well as being of material benefit to the people as a whole, will assure employment to those who otherwise might have found themselves out of work in the period of readjustment.

"The Government's policy," stated the Minister, "so far as the Public Works Department is concerned, for the coming year is to confine work as nearly as possible to centres where there is likely to be much unemployment."

Improved highways are regarded as a good investment. The Federal Government has committed itself to a substantial contribution to good roads, which will equal, it not exceed, $25,000,000.

With relief for the immediate future in mind, continued the minister, fourteen contracts had been let since the armistice, and "if I mistake not, a few more will be let, of which the city of Toronto will get its share."

In summarizing, he said that the work of the Government would take care of the 134,000 workers for six months at an average wage of $4 a day, and warned "that if you make too drastic demands, with a surplus of labor and a falling market, the result will be opposite to what you anticipate."

This Governmental policy will no doubt be followed by a host of private individuals, in smaller ways of course, but none the less important in their collective strength. With these conditions faced and discounted by energetic action there is little need to fear any set back in the days to come.

Fisheries Association Banquet H. B. Thomson

Food Controller Given Rousing Reception at Banquet Tendered By Canadian Fisheries Association

Reported by T. M. FRASER, CANADIAN GROCER representative

THE Canadian Fisheries Association honored H. B. Thomson at a banquet at the Windsor Hotel in Montreal on Saturday night, when a good many very kindly things were said about him, and to the representative of CANADIAN GROCER, who was among the few outside guests, they sounded genuine. He was given a memento of the occasion in the shape of an engraved silver cigarette case. It will be of interest to friends of the trade technical press to know that the fishing interests represented, both wholesale and retail, expressed their appreciation of the value of the association which they propose to show in practical form by an energetic and systematic advertising campaign of Canadian fish.

A. H. Brittain presided and set the pace for a most convivial evening. Although the dried fish interests were represented, it was not exclusively a dry fish banquet. Mr. Brittain expressed the belief that, in his new position, Mr. Thomson would help to develop the export market as he had done the home market in putting fish before the Canadian people.

Develop the Home Market

The key-note of Mr. Thomson's address was that the home market should be developed to the utmost, and it may be noted that in his new position as a member of the Canadian Trade Commission, he is laying great stress on the necessity of this, at a time when prospects for building up an export trade immediately are not too favorable. He said that education and transportation were two great essentials for the industry. The transportation question is still far from satisfactorily solved, but there was manifested a desire on the part of both the transportation and fish interests to work together for a satisfactory solution. The wholesale and distributing trade had worked very amicably with the retail men—a point which Mr. O'Connor, who was present as a representative of the retail trade, emphasized in his remarks.

Proper Fish Store in Every Centre

Mr. Thomson said that the retail fish business was fast getting on the map of Canada; it was in better condition than ever in the past, and there should be no cessation of effort until every place in Canada had a properly conducted fish store. He emphasized the cultivation of the home market. The export market should be the place for disposing of the surplus. For the proper building up of the export trade there should be great attention paid to the standardization of packages, to quality of the product, and to Government inspection. The frozen fish trade would develop fast, but quality would have to be established and maintained.

Canada was now in a somewhat trying position in some respects in regard to her trade. In the balance of trade before the war we were "minus" three hundred million dollars. We are now "plus" five hundred millions—a difference in position of eight hundred millions. Our effort should be to maintain or better this position. We must deal with a heavy debt and meet our Victory Bonds. In speaking of shipping, which was a matter of great moment to the export trade, he pointed out that while we have considered Germany as the greatest ship-subsidizing country in the world, she actually paid out less in this way than Canada. The difference was that Germany's subsidies were apportioned on a practical basis, while Canada's had too often been on a political and a rotten basis.

H. B. Thomson, Chairman of the Canada Food Board.

Too Much Variation in Canadian Fish Products

Standardization of products, and the providing of proper transportation facilities were the points made by nearly every speaker. Mr. Short, a leading exporter of Nova Scotia, spoke at length on the subject. He said there had been too much variation in the quality of Canadian fish exports, and there should be a basis on which the world could depend. Like several other speakers he urged that there should be a distinct Government department dealing with the industry, with a separate deputy minister, thoroughly conversant with the trade, and interested in its development.

He pointed out that at the present time, owing to lack of transportation, we could not ship a pound of fish direct to the great South American market. It all had to go through New York, which left our trade secrets open to our keenest competitors. We could never hope to build up a trade in this way. He instanced a shipment which he had made to Cuba on October 15, and on December 5 it was still in the United States awaiting transportation. If all Government departments were handled as the Canada Food Board had been, there would be less complaint from the public. In 1911 the Dominion Government had started off with a flourish and established a Fisheries Board, but it had amounted to nothing.

Canadian Ships for Canadian Products

A point made by several speakers was that the new ships being constructed by the Government should be used in the development of Canadian trade.

Captain Fred Wallace, a member of the staff of the Food Board, whose intimate connection with the trade, both as fisherman and writer, has been responsible for much of the good relations prevailing between the trade and the Food Board, gave some interesting particulars, showing the actual efforts which Germany was already making to capture the export fish trade, and urged that we should "beat Fritzy to it." Mr. O'Connor, of Montreal, spoke for the retailers, dwelling humorously on the consternation of the trade when the first orders of the Board were promulgated; "but," he said, "it has taught us a lot, and I thank Mr. Thomson for making us do the right thing even if we did not know enough to do it before. There are a lot of us who now know better where we stand than we did before the Food Board got after us."

Richard Gray of the Whyte Packing Co., Montreal, was in attendance at the Produce Convention at Toronto.

Make Use of Lent to Boost Fish Sales

Grocer May Get in on Good Business by Making Early Bid For It—Coming Early This Year an Advantage—Grocery Trade Selling More Fish Each Year—Is Profitable Line and Can Be Kept Odorless

THE Lenten season soon will be here again. That it will afford the grocer a big opportunity as a basis for the development of fish selling is a matter of decided interest to those who contemplate handling the line or increasing the importance of this department.

This year, the Lenten season opens early in March. It is high time to make preparations for the inauguration of a sales campaign by those who sell fish. It is unquestionable that there will be a great deal of continued publicity from the various producers and from the Federal Government. The latter has been giving much publicity to the desirability of fish as a food and here is an opportunity for those who serve the consumer to supply the demand being created. Someone is going to get the cream of the profit—why not the grocer?

Early Supplies Needed

That the producers and jobbers are ready to supply a big demand this year is indicated by a survey of the situation. But there will be a big selling campaign very shortly and supplies of many varieties will grow less. There is just this to say about deferring an order for the requirements of fish that one can dispose of, and that is that the putting off of buying, or of placing an order will not benefit. The order may be placed with a specified shipping date, and if in early, a good selection will be possible and prompter shipment likely than if one waits until the last minute.

In any case, the man who expects to sell fish this year will do his arranging early. There may be odd hours in February that one could profitably use in this way. Is there a real demand for fish and if it be already sold, can the demand be stimulated and sales doubled or trebled by the introduction of new methods. Is the ice box cleaned out or can you perhaps double the size of this and carry a greater variety? All these questions are timely and vital, and an early inspection of one's stocks and a survey of the whole matter early will repay one.

This to be Big Year

This bids fair to be an active selling season. Greater interest is being manifested on all sides in the development of Canada's big fishing industry. Money will be spent on new equipment to get big catches and the Government will spend money still to popularize this estimable article of diet. Several grocers recently interviewed by CANADIAN GROCER reported a growth in this department. Methods were being improved, and because of the greater attention paid to the care of fish when received and while held in stock, profits have been better and interest in the sale of fish naturally has deepened.

One man recently told the writer that his sales were nearly 2,000 pounds of fish per week. This same provisioner stated that when he took the business over the policy was that of hanging a fish out at the door. If a customer wanted any a piece was chopped off and the fish again hung out. Is it any wonder some storekeepers have said they cannot sell fish?

Found Money—Cleanliness

Among Canada's basic resources there is probably none of greater real importance than that of its fisheries. It might even be said that the substance of this important industry is 'found' money, for the fish grow apace with no attention from the fisherman. Therefore in these days when money is so needed, and when the burden resting upon Canada's shoulders is, and will continue to be so great, it is safe to say, in a broad way, that every pound of fish produced and sold at home is the realest of assets. It means real tribute to the reduction of debt when one sells a pound of fish.

The matter of keeping fish clean and attractive at all times, and in that condition which will invite the customer to buy, even against her preconceived wishes when she enters the store, is all-important. And this can be taken up and disposed of satisfactorily.

The ice supply must be constant. The ice-box should be built to permit of all drip passing away and where the fish are placed directly on the ice it is well to have the ice crushed. This ice-compartment should be kept clean. CLEANLINESS seems to be the word writ LARGE in several displays seen recently by the writer. The ice compartment must be cleaned out at stated periods and thoroughly cleansed. This may be done with various washing compounds and a brush, a large proportion of elbow grease added. The care taken in this way will repay one, for there is no smell around when the matter of cleansing the refrigerator has received attention regularly.

This ought to be a bumper season in fish selling. Get hooked up early. Let the LENTEN DISPLAY be the best yet. And accompany your displays with some neat cards. One might read: Plan Fish Twice a Week; It Will Make a Difference in The Doctor's Bill. Another—Let's Keep Our Money at Home to Build Houses; Eat More Fish.

All Merchants Can Feature Canned Fish

Some Merchants Are Not Equipped to Handle Fresh and Frozen Fish, and Consequently Lose Their Share of This Profitable Lenten Business

THE scarcity of many lines of food products has resulted in a material increase in the demand for many lines of goods that are obtainable. Notably among these might be noted the increasing sales in canned fish. There has been a very considerable improvement in this demand of late, many dealers report. This is possibly partially the result of the shortage of the familiar canned salmon and the natural search for something to take its place, but whatever it may be, it is a marked factor.

There are many new lines being placed on the market at the moment, and these are finding an unusually ready sale.

Marked Improvement in Demand

In connection with the present campaign for improved fish consumption, as one of the best ways of conserving necessary food products, there has been a marked increase in the sale of canned fish. A comparatively limited number of grocers are in a position to handle fresh or frozen fish, and they are at a disadvantage during the Lenten season unless they have something to take the place of this popular food.

It is possible for every merchant to feature the sale of canned fish in window display and store arrangement. In this way the merchant will probably obtain some of the trade that would otherwise go by his door, will obtain a nice item of profit for himself, and will be co-operating with the Government in the conservation of other food products.

TORONTO MANUFACTURER ON HOUSING COMMISSION

J. Allan Ross, vice-president and Canadian manager of the Wm. Wrigley Company, Toronto, gum manufacturers, has been appointed one of the five members of the Civic Housing Commission. He joined the Wm. Wrigley Co. in 1909. He was a member of the Canadian War Mission to Washington in charge of munition work.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Dougal McLachlan of McLachlan & Saunders, general merchants, Marble Mountain, N.S., died recently.

At the annual meeting of the Campbellton branch of the Retail Merchants Association, officers for the year were elected as follows: president, George S. McKenzie; vice-president, F. E. Shepherd; second vice-president, M. P. Moores; secretary, H. P. Alston.

George A. Dawes and Ernest Wright, both of St. John, have taken over the long established general store of A. Steeves & Company, Hillsboro, Albert county, one of the largest commercial establishments in the county. Since the death of Mr. Steeves the business had been carried on by his estate.

Conditions point to a slump in potato prices in New Brunswick this spring. Although $3 a barrel, wholesale, still is quoted in St. John, the accumulation of stocks up the river has led to offerings at as low as $1.75. The difficulty in shipping during freezing weather prevents this tendency being felt as widely as it might just yet.

J. A. Marven, Limited, biscuit manufacturers, Moncton, report a very satisfactory year. At the annual meeting, held this week, directors were elected as follows: J. A. Marven, E. A. Reilly, J. E. Masters, L. H. Higgins, and W. F. Ferguson. Officers were elected by the directors as follows: president and general manager, J. A. Marven; vice-president, L. H. Higgins, and secretary-treasurer, S. L. Holder.

The New Brunswick provincial branch of the Retail Merchants' Association is undertaking to extend the scope of the credit reporting bureaus operated in connection with the association. Branches already are in existence in St. John, Moncton and Woodstock and these are to be enlarged. It is the intention to establish such a bureau in connection with each branch in the province and steps in this direction will be taken in Fredericton, St. Stephen, Newcastle and Chatham immediately. In those places where the work has been carried on it has been found to be of great value to the merchants, and this usefulness will be greatly augmented as the number of bureaus is increased, since each co-operates with the other, thus multiplying the value of each unit.

QUEBEC

Francis Richer, Lachine, has sold his stock.

Payette & Freres, Montreal, have sold their assets.

E. Cartier & E. Choiniere, Rock Island, have sold out.

L. Ledoux, 4614 Notre Dame St. East, Montreal, has succeeded I. Miller.

O. Beauvais, 800 Lagauchetière St. E., Montreal, has succeeded O. Diotte.

A. Desroches, 2214 St. Hubert Street, Montreal, has bought out A. Ferracio.

Mrs. J. A. Corbeil has purchased the grocery store of J. Perreault, Montreal.

R. Senecal, 286 Gault St., Verdun, Montreal, has bought out Raymond Gatien.

J. F. Bell, grocer, 3343 Lanoraie St., Montreal, has sold out to L. E. Bell.

J. A. Dagenais has opened a branch grocery store at 401 Drolet St. East, Montreal.

J. Beauregarde has bought the grocery business of Z. Legare, 2275 St. Andre St., Montreal.

C. M. Thacker of the Wm. Davis Co., Ltd., Montreal, is this week at Winnipeg.

Major John T. McBride returned on Saturday to Montreal from a trip to New York.

A. Doutre, 264 Garnier St., Montreal, has disposed of his grocery to L. Boisvert.

Arthur P. Tippett, manufacturers' representative, Montreal, is out of the city this week.

E. Pelland, groceries and liquors, 180 Famille St., Montreal, has disposed of his business to Hermas Gariepy.

George A. MacDonald, sales manager for the Quaker Oats Co., Peterborough, was in Montreal last week.

Henry B. Thomson, member of the Trade Commission, Ottawa, was in Montreal on Saturday last.

Pierre Lapointe has purchased the grocery business of G. Morel, Amite and Iberville streets, Montreal.

E. C. Locas, accountant for Z. Limoges, Enreg'd, Montreal, was laid up for a few days but returned this week to his desk.

George Silcox of the Matthews-Blackwell Co., Montreal, attended the Produce Convention last week, held in Toronto.

J. L. Freeman, of J. L. Freeman and Co., Montreal, grocery brokers, spent part of the week in the Eastern Townships.

A. Limoges of Z. Limoges, Enreg'd, Montreal, attended the convention of the Canadian Produce Association at Toronto last week.

Henry Lapointe, traveller for the Salada Tea Co. in Quebec territory, has been laid up for some time. It is expected that Mr. Lapointe will have to undergo an operation. Leo Robert will cover his territory in the meantime.

A. M. Derrick has joined the travelling staff of Kearney Bros., wholesale teas, Montreal. Mr. Derrick was associated for over 15 years with the Salada Tea Co., and will represent Kearney Bros. in Eastern Ontario and the Quebec Eastern townships.

Mr. Cameron of T. G. Coyle and Co., Ltd., wholesale produce, Montreal, was in Toronto last week.

G. B. MacCallum, Canadian manager for Thos. J. Lipton, Toronto, was in Montreal and other points last week.

Jos. Laporte, of Laporte Martin, Ltee, wholesale grocers, Montreal, visited Quebec and Three Rivers this week.

Mr. Murray, representing P. Poulin and Co., Montreal, attended the Canadian Produce Convention at Toronto last week.

E. H. Hodgson, of Hodgson Bros., wholesale produce, Montreal, went to Winnipeg for the Produce Convention this week.

W. J. Joyce, representing Herron-Leblanc, Montreal, wholesale spices, left on Saturday to cover the Gaspe Peninsula grocery trade.

Archie McKergow, of the A. A. Ayer Co., wholesale produce, Montreal, is attending the Winnipeg Produce Men's Convention this week.

J. A. Paulhus, proprietor of D. Hatton Co., wholesale fish, Montreal, was elected last week as a member of the council of the Montreal Chambre de Commerce.

Z. Langevin, sales manager of Laporte, Martin and Co. Ltee, Montreal, and who has been absent on a two months vacation to California and other south-western States, returned last week to Montreal.

Sir Hormisdas Laporte of the War Purchasing Commission, head of the wholesale grocery firm of Laporte, Martin & Co., and a member of the Canadian Railway Board, was in Montreal over the week-end.

Among the firms who have recently been registered in the province are: Thomas Tomy, Delson P. Chicoine, tea merchant; Mrs. J. U. Delorme, H. M Cote, L. Archambault, I. Trudeau & Co., Chamberland & Barcelo, Montreal.

Laporte, Martin and Co., Ltee, wholesale grocers, Montreal, have just installed two electrically-operated bookkeeping machines in their office. These will be used for making direct entries and for the issuance of statements, being one of the newest and most approved type.

There is a considerable interest manifest in bowling in Montreal this winter upon the part of various wholesale grocers, and several games have already been played with representatives from the flour mills, banks, etc. One large jobber stated to CANADIAN GROCER that this idea gave promise of creating and furthering a better spirit among the various houses.

May and Houlahan, Sherbrooke, Que., have dissolved partnership and have been succeeded by F. P. Houlahan & Co.

La Compagnie Lafond, Weedon, has dissolved partnership, Joseph Donat Lafond continuing business under the same style.

Montreal wholesale houses have shown much interest in the newly-opened National Athletic Association. Some of them are anxious that members of the staffs in their employ should be accorded the privileges of membership and have accordingly agreed to bear one-half the cost of the annual membership fees.

At the meeting of the Chambre de Commerce held in Montreal last week, Joseph Quintal, of Quintal and Lynch, hay exporters, was elected president. In his opening remarks, acknowledging the honor done him, Mr. Quintal expressed his conviction that the biggest phase of Canada's future lay in the development of her agriculture.

ONTARIO

John Plewes, Toronto, has sold to F. H. Pollard.

D. A. Leitch, Ridgetown, has sold to J. Laing.

Morris Stein, Sarnia, has sold to Harry Rotsky.

R. L. Malick, grocer, Delhi, has sold to S. H. Hickling.

J. P. Lapensee, Ottawa, has been succeeded by Jos Shore.

R. C. Soules, Toronto, has sold to the Thornton Grocery Company.

George Webb, Port Elgin, has bought out the business of George McMurray.

Gibbons & Co., groceries and meats, Toronto, have been damaged by fire.

T. F. Boyle, London, has sold to D. D. Yorke, who will take possession on the 19th inst.

Jos. Sabourin, grocer and meats, Alexandria, is offering his business for sale.

Hochman, Kroch & Co., Iroquois Falls, have dissolved partnership, S. Kroch succeeding.

S. McCandless & Sons, Strathroy, have purchased the business formerly conducted by Wm. Cross.

Jos. McCauley is going into the grocery business in Gananoque, and on Saturday will open up with a complete line of everything in that line. This is in addition to his present tobacco and confectionery business.

W. A. Kerr, a prominent merchant of Bright, died there Sunday night last from influenza, at the age of 46 years. The whole family was stricken down with the epidemic, which also claimed Mr. Kerr's eldest son on Saturday last.

George E. Jackson, one of the pioneers of the Seaforth district, died this morning at his residence in Egmondville, Ont., after an illness of nearly two months. He was born in Dublin, Ireland, in 1834, and came to Bayfield when he was seven years old. He carried on a general store business.

W. J. Chambers, representing the American Steel Wool Co., in Canada with headquarters in Toronto was in Hamilton and Brantford this week on a business trip.

W. F. Morley of W. F. Morley & Co., wholesale grocery brokers, Toronto, left Monday night for Montreal where he will spend a couple of days in the interests of the firm.

A. H. Graham, a general merchant in Moffat, Ont., for the past five years, died recently. Levi Elsley of Nassagaweya, Ont., has purchased the business which will in all probability be operated by his son.

WESTERN

R. S. McIndoe, grocery broker and manufacturer's agent, Toronto, left on Saturday for a three week's trip to New York city.

W. W. McRae has sold out his general store business at Benalto, Alta., to Arthur Kinna and V. B. Buchanan, the latter of the Bank of Commerce staff, Eckville.

The Grenfell Trading Co., Wolseley, Sask., of which Jno. Freidman is the owner, has disposed of its stock to Claxton Bros. & Co., who took possession on Monday.

The Imperial Grocery, Regina, was closed for two days recently, owing to the proprietors, Price Hughes and E. J. Butler, both being confined to their homes with Spanish influenza. Mr. Hughes and Mr. Butler are both back at the old stand once more and doing business as usual.

A. F. Little, manager of the Regina Trading Company and S. N. Johnson, have left for the coast where they will spend three weeks partly on business and partly on pleasure.

The first annual meeting of the North Battleford Co-Operative Creamery was held recently, when it was announced that the output of butter for 1918 was 111,743 pounds, an increase of 20 per cent. over 1917. There are 650 patrons and shareholders. Geo. C. Vessey is manager.

Gordon Ironside and Fares Packers, Limited, Moose Jaw, following a conference with officials of the Government Employment offices have agreed to throw open to returned men who are capable of filling them any positions in their plant at present held by aliens.

H. J. Crowe, official butter grader of the dairy branch of the Department of Agriculture, Saskatchewan, is attending sessions of the Dominion Produce Dealers Association convention being held in Toronto. Mr. Crowe is also looking into dairy conditions in the east.

M. Scott of Drinkwater, general merchant, is going out of business to devote all his time to the placing on the market of an invention of his that promises good results. The invention is in the form of a weed killer harrow tooth. He intends to place the article on the market himself, though he has had a number of proposals from different manufacturers.

Regina is definitely assured of stockyards, according to Pat Burns who visited the city on February 10, and took the matter up with the city council, board of trade and other organizations interested. The P. Burns already have large interests in Regina, in the form of wholesale grocery and produce business, and abattoirs. Definite anouncement as to plans is expected in about one month's time.

Regina Retail Merchants are meeting with the bakers of the city to see if a revision of bread prices is not desirable at the present time, in view of the fact that Regina heads the list for Canada in so far as bread prices are concerned. The merchants contend that bread prices should be capable of reduction without loss of reasonable profit to the producer. Some stores are being favored by bakers with a reduced cost price which enables the dealer to retail at the rate of twelve loaves for one dollar. The association claims that such discrimination is wrong and the baker should sell to all stores at the lower price. Some stores sell three loaves for 25 cents and others two loaves for the same figure. A conference of grocers and bakers will be held in the near future when as a result it is hoped lower prices for bread will be announced.

STEVENS-HEPNER CAPITAL INCREASED

Stevens-Hepner Company, Limited, of Port Elgin, Ontario, have recently taken out supplementary letters patent increasing the capitalization of their company from one hundred and fifty thousand dollars to five hundred thousand dollars. Their business now extends from coast to coast.

The goods manufactured by this firm include household and stable brushes, brooms, also ebony and French ivory toilet brushes.

New Goods Department

White Swan Spices & Cereals Limited, Toronto, have placed on the market a new package of "Wheat Kernels." This is a breakfast food made from wheat and

is put up in a cardboard package. The accompanying illustration shows the package in which Wheat Kernels are packed.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

COFFEE continues to form one of the strongest points in the markets to-day, and were primary basis carried through to spot stocks a general advance of about 4c per pound would be made. The War Trade Board of the United States announces the removal of coffee from the export conservation list, effective February 14.

It is understood actual export business on canned goods for January amounted to 218 cars, principally peas, tomatoes and 4-lb. jam, with tomatoes forming a big total. It is further indicated that there is still business in sight for the present month. This heavy movement should tend to clean up stocks pretty well and steady the markets.

MONTREAL—There are numerous changes this week, and the same are pretty well divided as declines and advances. There has been a better feeling in trade circles, and business on an improved scale is looked for in the next few weeks.

Among the lines which are higher in price are bran and shorts. Bran advanced to $40.25 per ton for mixed car lots, while a price of $43-$45 per ton applies for straight car lots. Shorts, while the same price as heretofore for mixed car lots, are higher for straight cars, at $44.50 to $47 per ton. Feed oats, too, and various other mill feeds, are up in price, and for these there is a fair sale.

Marmalade in glass and tin is higher in price, and owing to a stimulated demand for export, there is a firming of the evaporated apple market. Other lines of dried fruits and raisins are also in a firmer position. Cassias and nutmegs are much higher in price, and various grades of coffee have advanced half a cent to one cent per pound. Rolled oats, notwithstanding the easier feeling which developed a week ago, are up again, and the market is much steadier. Wooden pails and tubs are up, and one line of grapes—Almeria—is much higher.

The declines in this market are important in some respects. Flour is down 15c per barrel for standard grade. This is due to a lower price for the jute bags. Pot and pearl barley are ruling easier at lower quotations, while molasses, in definite accord with the tendencies forecast in CANADIAN GROCER last week, has declined. Corn flour is down considerably, and some of the cheaper grades of teas are shaded somewhat, although Japans are very firm. One line of rice was reduced somewhat in one quarter, and citrus fruits are down in price. Peanuts are inclined to lower levels.

TORONTO—Cereals carry perhaps more changes than any other class of goods this week. Rolled oats are steady and show some slight advances. Cornmeal has sagged, however, and a 50c drop in linseed meal has been recorded. Barley flour, corn flour and oat flour are all lower, and prices on pearl hominy and hominy grits have been revised downward.

The flour situation is better, and the early resumption of milling activities is looked on with pleasure by the millers. The situation to derive the most direct benefit will be that of mill feeds, which should soon be available in quantities more nearly resembling the requirements of the trade. Bran has advanced $3 per ton this week, and some interests note a $2 advance in shorts, but this is not general.

Live hogs are very strong, but little change has been made in fresh or cured meats this week. Eggs are down again; butter has firmed up slightly.

WINNIPEG—The market in dried fruits continues very firm. An advance of from 3½ to 4c per lb. on prunes has been made within the past week. This advance is the direct result of the shortage of fruit now prevailing.

Some advances may soon be made on package teas. The Customs report covering tea importations during seven months, from April to October, 1918, shows a decrease of over 20,000,000 pounds of tea imported into Canada, compared with the previous year. With tea consumption increasing, a shortage would not come as a surprise, and in view of the fact that higher prices can be obtained for tea in Europe, it is felt that present stocks of tea should be protected at least market prices.

With the approach of the Lenten season, more activity in the canned fish market is expected. A scarcity of Sockeye salmon has increased sales of Red Cohoe, Chums and Pinks. Canned Pilchards are popular on the market owing to reasonable prices.

QUEBEC MARKETS

MONTREAL, Feb. 19.—Evidences are not lacking that there is an improvement due for business in a general way. Already some new business has been developing in a larger sense and this, it is hoped, is the forerunner of better things. The markets have recorded a considerable number of changes, many of them advances and many declines. These are definitely referred to in the market summary.

Woodenware Higher; Marmalade, Too

Montreal.

WOODENWARE, MARMALADE.—The price of wooden pails and tubs has been advanced here. Common pails two-hoop style, are advanced from $3.30 to $3.45, and common tubs, No. 0 from $19.80 to $20.80; No. 1 from $17.60 to $18.50; No. 2, $15.40 to $16.20, and No. 3, $13.20 to $13.85. Orange marmalade of E. D. S. make, in glass jars, is quoted at $3.35 per dozen; 22-oz. at $4, and 4-lb. pails at 84c. The respective prices ruling before were $2.95, $3.75 and 77c.

Sugar Market Steady; in Good Supply

Montreal.

SUGAR.—The supply is good and the undertone steady and firm. Those who are looking for lower prices will not get them, several of the refineries have stated, and they base this attitude on the fixed prices for raw sugar and also on the fact that there is no decline in coastwise shipping rates. There has been a better delivery of raw sugars of late, and the supply of refined sugar is quite ample to take care of all requirements.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Canned Goods Steady; Some Wish Sales

Montreal.

CANNED GOODS.—There has been some movement toward the seaboard and supplies of various canned vegetables and of canned apples have been sent forward. The latter are quite firm, particularly as the evaporated stocks are becoming depleted considerably. In view of the lack of business for certain vegetables, some operators have shown a certain anxiety to induce sales, but change of price has not been announced on any line yet.

"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	....	4 62½
Do., ½-lb. flats	....	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.	....	2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	7 00
Sardines (Amer. Norweg'n style)	....	14 50
Sardines—Canadian brands (as to quality), case	6 40	16 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Scotch Snack, No. 1, dz., Montreal	....	2 50
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Corn (2s)	2 10	2 35
Corn (2½s)	....	2 45
Corn (on cob), gallons	....	7 50
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 25
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 85	1 90
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 57½
Specialties		Per gal.
Olive oil (pure), 1 gal. tins	....	7 50
Do., ¼ gal. tins	....	8 00
Do., 5 gal. tins	....	7 00
Tomato Paste, 100 tins (case)	....	32 00
Do., 200 tins (case)	....	33 00
Do., 12-10 lbs.	....	39 00
Salad oil (bbls. 50 gals.), gal.	....	2 50
Olives (in bls. 49 wine gals.), gal.	....	1 35
Olives, Queen, gal.	....	1 45

Uncertain Basis For Peas and Beans

Montreal.

BEANS, PEAS.—There is a good buying basis for any who want beans in quantity. The market is very undefined and many prices are being quoted, with sales restricted to present needs, for the most part. There is a strictly nominal market for both beans and peas, while pot and pearl barleys are selling for less.

Peas—		
Canadian, hand-picked, bush.	5 00	5 40
British Columbia	5 50	6 10
Brown Beans	....	5 50
Japanese	6 00	6 50
Yellow Eyes	6 50	7 00
Rangoon beans, per bushel	5 50	6 00
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	....	6 00
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	....	3 75
Barley, pearl, per bag 98 lbs.	....	5 25

Molasses Loses 2c; Syrups Steady

Montreal.

MOLASSES, SYRUPS.—The molasses market is easier this week, and as definitely forecast in last week's CANADIAN GROCER, lower prices have been made effective. For Island of Montreal the quotation in puncheons is $1.03 per gallon, and the usual differentials apply. There has been no change in syrups, and the same are selling in small volume.

Corn Syrup—	
Barrels, about 700 lbs.	0 06¾
Half bbls.	0 07
Kegs	0 07¼
2-lb. tins, 2 doz. in case, case	4 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, ½ doz. in case, case	5 85
20-lb. tins, ¼ doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38½-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, ½ doz. in case, case	5 35
20-lb. tins, ¼ doz. in case, case	5 30
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80
	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 03
Barrels	1 06
Half barrels	1 08

For outside territories prices range about 3c lower.

No Rice Activity; One Grade Down

Montreal.

RICE, TAPIOCA.—While there is no greater activity in the rice market, there is a seasonable sale in small lots. One jobber has readjusted prices on Siam grade and this is selling at $8.50 to $9 per 100 pounds. The tapioca market is unchanged and demand quiet.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	12 50 15 00 16 50
Siam, No. 2	8 50 9 00
Siam (fancy)	10 50 11 00
Rangoon "B"	8 70 9 25
Rangoon CC	8 40 8 85
Mandarin	10 00
Pakling	8 60 8 70
Tapioca, per lb. (seed)	0 13 0 14
Tapioca (Pearl)	0 13 0 14
Tapioca (flake)	0 12½

Almonds, Walnuts Firm; Peanuts Easy

Montreal.

NUTS.—There is a firm undertone for almonds and walnuts, and this is the condition at import points, too, according to latest advices. The peanut basis is inclined to be easier although definite reductions have not been effected.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 16	0 16½
Salted Spanish, per lb.	0 23	0 24
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 40
Fancy splits, per lb.	....	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0	85-0 95
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots

Evaporated Apples Firmer; Raisins, Too

Montreal.

DRIED FRUITS.—There has been considerable activity here this week in evaporated apples, the same being bought for export, and quite a number of cars being disposed of. Some of these sold at nearly 16c per pound for standard grade, it is stated. There is a consequent steadiness of undertone to other dried fruits and raisins are firming. This is due to the somewhat greater activity manifest in an export sense.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $8.75.		
crown, $7.50; 6 crown cluster, $7.00-		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins (5½-lb. bxs), 3 cr.	....	1 75
Do., 5 cr.	....	2 25
Muscatels, loose, 3-crown, lb.	....	0 15
Do., 4 cr.	....	2 00
Muscatels, loose, 2-crown	....	0 14
Do., 6 cr.	....	2 75
Choice seeded, 12 oz.	....	0 10¾
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
$5.50; 4-crown cluster, $6.50-$6.75; 5		
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 60	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8	50-8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Prunes—		
Santa Clara	0 80-0	90-0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	....
100-120s	....	0 10½
Oregon, 30-40s	....	0 15½
50-60s	....	0 18½
60-70s	....	0 17½
70-80s	....	0 16½

Cassias Are Higher; Nutmegs Up, Too

Montreal.

SPICES.—China cassias are higher in price, and the range in this market, as to grade, is from 40c to 50c per pound. There also has been a firming of nutmeg prices, the quotations now ranging from 70c to 80c, according to size. There is not much movement of spices generally.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 40	0 50
Cloves	0 75	0 75
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 70	0 80
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Some Maple Sugar Sold; Tone Easier

Montreal.

MAPLE PRODUCTS, HONEY.—As the maple season draws nearer there is an apparent and manifest desire to clean up old stocks, and while no change in the price basis of either syrup or sugar is announced, there is a tendency to seek buyers more anxiously. Honey sales are maintained on a fairly steady basis, this being a large consuming district.

Maple Syrup—	
10-lb. cans, 6 in case, per case	$15 10
5-lb. cans, 12 in case, per case	17 10
2¼-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal)	0 28 0 30
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 23

Half to One Cent Added to Coffee

Montreal.

COFFEE, COCOA.—The firmness of the spot coffee situation is indicated this week by an advance of from ½c to 1c per pound for Jamaicas, Maracaibos and Santos grades. There is not a heavy stock on spot and this is true of the United States market. Having to buy at the enhanced rates obtaining in Brazil the importers claim that they cannot do other than advance prices to take care of their increased costs.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 32	0 35
Maracaibo, lb.	0 34	0 36½
Mecha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 35	0 37
Santos, lb.	0 34	0 36
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Japan Teas Strong; Some Others Less

Montreal.

TEAS.—The better grades of teas are still holding firm and the market will, it is stated, continue to be high for Japans in particular. A slightly better basis is obtainable for some of the Java, Ceylon and India teas, but as the imports of tea have materially lessened into Canada during the past year stocks are not so excessive as they were. Business in a general way is improving.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	....	11 20

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Rolled Oats Firmer; Cornflour Tumbled

Montreal.

CEREALS.—While rolled oats have been selling on a nominal basis this has been somewhat changed over the week and the market is stronger. In 90-lb. bags the price is given at $4.30 to $4.35. There is a fairly steady movement, the consumption of this cereal always being more or less heavy. Corn flour is lower, and the reduction has been made, partly owing to the dearth of actual business. Graham flour also is down, as are split peas, and also pot and pearl barley.

3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60
Cornmeal, Gold Dust	5 00	5 40
Cornmeal	3 20	4 15
Barley, pearl	5 25	5 50
Barley, pot, 98 lbs.	3 75	4 00
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 30	4 35
Rolled oats (family pack.), case	5 00	5 60
Rolled oats (small size), case	1 90	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rolled Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Rye flour (Can.), 98 lbs.	5 75	6 05 6 25
Tapioca flour, lb.	0 15	0 16

Flour Down 15c; Jute Bags Less

Montreal.

FLOUR.—The price of standard grade flour has been reduced this week, but this is purely the result of lower prices for bags. The change is one of 5c per barrel and prices are as follows, according to quality:

Wheat Flours—	
Mixed car lots on track	$11 00
Straight car lots on track (minimum 50,000 lbs.), to bakers	11 10
Small lots	11 20

Bran is Higher; Crushed Oats, Too

Montreal.

FEEDS.—The removal of all restrictions as to price for bran and shorts have served to make changed prices. Shorts in mixed car lots are selling now at $42.25 per ton, and in straight car lots the range of price is from $44.50 to $47 per ton. Bran prices are up to $40.25 per ton in mixed car lots and to $43 to $45 per ton in straight cars. Crushed oats are firmer at $54 to $60 per ton. There is a fairly steady sale for feeds just now.

FEEDS

Shorts—		
Mixed cars		$42 25
Straight cars	$44 50	47 00
Bran—		
Mixed cars		40 25
Straight cars	43 00	45 00
Crushed oats	54 00	60 00
Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal		60 00
F.O.B. Fort William		55 00

Much Hay Exported; Feed Oats Firmer

Montreal.

HAY, STRAW, FEEDS.—The hay market is steady and quite active for regular car lots. Prices are ranging from $20 to $25 per ton, according to quantity, f.o.b. Montreal. Feed oats are somewhat higher in price this week.

HAY, STRAW, GRAIN
(Wholesale prices on car lots)

	F.o.b. Montreal	
Good No. 2, per ton (2,000 lbs.)	$24 00	$25 00
No. 2	22 00	23 00
No. 3	20 00	21 00
Oats—		
No. 2 C.W. (34 lbs.)		0 83
No. 3 C.W.		0 77
Extra feed		0 78
No. 1 feed		0 75
No. 2 feed		0 70½
Barley—		
No. 3 Ontario (48 lbs.)		0 96
No. 3 Extra		0 97

Potatoes May Lower; Green Stuff Sells

Montreal.

VEGETABLES.—It has been very evident this winter that many householders had supplies of vegetables to last them for a long time. The coarser vegetables have sold fairly well, but there has been no decided stimulus to demand. Potatoes are still plentiful, and with the return of March prices may be expected to become more favorable. Green vegetables are fairly active.

Artichokes (bag)		2 25
Beans, new string (American) basket		5 00
Beets, bag	0 75	1 00
Brussels Sprouts, quarts		0 20
Brussels Sprouts (doz.)		1 00
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.		1 50
Cabbage, doz.		1 00
Carrots, bag	0 75	1 00
Celery (Montreal), doz.		1 00
Celery, California (6-7 doz.)	11 00	12 00
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		2 50
Celery, California (6-7 doz.)		13 00
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		0 50
Parsnips, bag		1 50
Parsley (Canadian)		0 50
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag		1 90
Potatoes (sweet), hamper	3 50	
Romane		0 50
Spinach, box		1 00
Spinach, bbls.		4 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates		10 00
Watercress (Can.)		0 50

Grapefruit, Oranges Less; Grapes Up

Montreal.

FRUITS.—The markets this week are characterized by lower prices for oranges and grapefruit, while imported Almeria grapes are much higher for the heavy weights. There is an active demand for and use of citrus fruits, and the basis is lower for these lines.

Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1	8 00	10 00
Blenheims	5 00	5 50
Greenings	8 00	10 00
McIntosh Reds (best)	8 50	10 00
Gravensteins, No. 1	4 50	5 50
Spys	8 00	10 00
Russets		8 00
Kings, No. 1	8 00	10 00
Do., No. 2		8 00
Wagners		8 00
Apples (in boxes)	3 50	3 75
Winesaps (box)		4 75
Bananas (fancy large), bunch	4 50	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		16 00
Do., (med.)	7 50	8 00
Emperor, keg		7 50
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)		6 00
Oranges, Calif. (100-126)		5 25
Oranges (Mexican)		5 00

ONTARIO MARKETS

TORONTO, Feb. 19—Some shading of prices on pork and beans has been noted this week. A heavy export on canned goods is reported and this, if continued, will tend to clean up stocks pretty well. A car of Porto Rico bitter oranges is expected this week. Navel oranges are firm and tending towards higher levels. The removal of coffee from the export conservation list in the United States is reported, effective February 14.

Firm Prices Seem Outlook For Sugar

Toronto.

SUGAR.—Refiners report a somewhat improved demand and this in view of the larger supplies coming to hand will now be welcomed. Some retailers mention the fact that they are not selling as much sugar as might be expected following the supposed period of shortage and they attribute it to the fact that many householders had hoarded sugar and that these supplies are now being used up.

There seems to be every indication that there will be lots of sugar throughout the year, but that much, if any, lower prices will be reached is problematical. The Canadian refiners through the Canada Food Board have purchased about 120,000 tons of San Domingo crop sugars and taken an option on the balance at fixed prices for delivery between January 1 and October 1. British West Indian sugar to the amount of about 100,000 tons has also been contracted for at fixed prices for delivery up until Fall and this being the fact it does not look as though the householder will get sugar at much lower than to-day's prevailing prices. Factors which may result in a slight reduction are keen competition and a slight lowering of the freight rates, but as yet these factors are not sufficient to bring about a material change.

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Prices Named on Baking Powder

Toronto.

BAKING POWDER, ETC.—The following prices have been named on Dallay's baking powder in some quarters: 4 oz., in cases of 3 dozen, $1.15 per doz.; 6 oz., in cases of 3 dozen, $1.60; 8 oz. in cases of 3 dozen, $2.15; 12 oz., in cases of 2 dozen, $2.75; 16 oz., in cases of 2 doz., $3.50. Dalley's Pure Extracts, 1 oz., cases of 3 dozen, are quoted at $1.35 per dozen; 2 oz., in cases of 3 dozen, $2.35 per dozen.

X-Ray Stove Polish No. 6 is slightly easier, the 10-cent size now selling to the trade at 90 cents per dozen.

Molasses Easier; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—There is, gen-

erally speaking, a slightly easier feeling in molasses, but what the new prices are is just a little indefinite at the present time. The period of readjustment is rather slow in coming and it may be some time before the actual prices are worked out.

Nothing of interest is doing in the market on syrups and the trade is holding its own. Sales are within a rather narrow circle at the present time.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.	....	$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 05
Cases, 5-lb. tins, white, 1 doz. in case	....	5 65
Cases, 10-lb. tins, white, ½ doz. in case	....	5 35
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 15
Cases, 10-lb. tins, yellow, ½ dz. in case	....	4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, 2-lb., baking grade, case 2 doz.	....	5 50
Tins, 3-lb., baking grade, case of 2 doz.	....	7 40
Tins, 5-lb., baking grade, case of 1 doz.	....	....
Tins, 10-lb., baking grade, case of ½ doz.	....	....
West Indies, 1½s, 48s	....	6 95

Pork and Beans Easier; Big Export

Toronto.

CANNED GOODS. — A somewhat easier feeling is noticed in the price of Simcoe Pork and Beans in cs., which are quoted in some quarters for the 48/1s at $1.10 per dozen and 24/2s at $1.65 per dozen. Clark's Pork and Beans, 3s, flat, in cs. are being quoted at $2 95 per dozen. What it is indicated are the correct prices in Shiriff's marmalade are the following: 8 oz., $1.90 per doz.; 10 oz., $2.30; 12 oz., $2.55; 16 oz., $3.25; 22 oz., $4.40; 2 lb. jars, $5.75; 4 lb. tins, $9.85.

It is understood that there have been 218 cars of canned goods, including peas, tomatoes, and 4-lb. jams go overseas during the month of January, and that there is still big business in sight for the present month.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 60
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	....	1 75
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	....	....
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	....	10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 85	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

More Activity in Dried Fruits

Toronto.

DRIED FRUITS. — Jobbers report a somewhat improved demand for dried fruits. This is not yet a big factor, but it would appear that stocks throughout the country are becoming cleaned up somewhat. There is no quotable change in the prices and conditions generally are much as they have been for the past two or three weeks. Reports on the United States market indicate that there is a big export inquiry which is running very largely to prunes.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	....	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	....	7 00
Dromedary dates, 3 doz. in case	....	8 00
Figs—		
Tans, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11¾	0 12½
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless 16-oz. packets	0 15	0 16
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Tea Situation Generally Same

Toronto.

TEAS.—There have been no new developments in regard to teas during the week. Prices are held without any quotable change and there seems to be a fair movement in progress.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 49
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Strong Position Noted in Coffee

Toronto.

COFFEE.—The market rules with a very strong undertone and in some quarters prices have advanced 2 cents per pound during the week. Primary markets report a very strong position and there does not seem to be any indication that prices for the immediate future at least will show any recession from their present levels. Advices from New York indicate that the War Trade Board of the United States has announced the removal of coffee from the export conservation list, effective February 14. The feeling exists that prices here must advance about 4c a pound higher to be in line with the market.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Maintain Steadiness

Toronto.

SPICES. — Little change is noted in the position of prices generally this week. The trade is exercising caution and only buying from land to mouth. There is little importing being done, import stocks being higher than spot. Stocks are being reduced and with little coming the market maintains a very fair amount of steadiness. Pepper to import is well above spot prices, but there is a tendency to favor the buyer in quotations.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44

Brazils Now Loading; Markets Firm

Toronto.

NUTS.—Advices from primary points indicate that producers are already loading new Brazils on to the ships and this means that this nut for the Canadian market should be offering probably around the middle of March or first of April. All other lines are holding quite steadily with supplies for the immediate requirements of the trade considered ample and the outlook for a fairly well maintained basis of prices.

Little Firmer Feeling in Rice

Toronto.

RICES. — A slightly firmer tone is noted in regard to this market, wholesalers having cleaned up on their stocks fairly well and being satisfied to hold their prices in line with conditions at producing points. No price changes are recorded for the week, the figures ruling at the following levels:—

Bean Market Continues Weak

Toronto.

BEANS. — Weakness continues to be manifest in the market on beans. Little business is being done, but outlook is considered fair.

Ontario, 1-lb. to 2-lb. pickers, bu.	$....	$4 00
Do., hand-picked	....	4 50
Japanese Kotenashi, per bush...	....	5 50
Rangoons, per bushel	3 75	3 90
Limas, per pound	0 14	0 14½

Honey Market Hard to Determine

Toronto.

HONEY, MAPLE SYRUP. — It is pretty hard to determine what the market on honey is to-day. There is plenty of honey and the demand is comparatively light. One dealer stated that he doubted if a man could be found who would pay 28 cents per pound for clover honey in 10-lb. tins. He stated that he would sell at 26 cents and probably if he had an offer on a good block he would let go of it at 25 cents. This is just an indication of what the market really is or is not and until dealers' stocks are substantially reduced or a demand is created from a source unknown at present, it may be expected that prices will be in favor of the buyer. There is nothing new in regard to Maple Syrup whatever and indications are that stocks are pretty well cleaned up.

Honey—		
Clover, 2½-lb. tins	....	0 29
5-lb. tins	....	0 27
10-lb. tins	0 25	0 26
60-lb. tins	0 25	0 26
Buckwheat, 60-lb. tin, lb.	....	0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	..	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Stiffen; Apples Move Up

Toronto.

FRUITS. — Oranges are stiffer and prices show a tendency towards higher levels. A car of Porto Rico bitters is due in this week and will be marketed through the wholesalers. Apples have soared this week and No. 1 Spys are being quoted at $10 per barrel. A car of Cuban grapefruit is being offered, prices ranging as follows: 64s, $5 per box; 70s, $5.25; 80s, 96s and 112s, $5.50.

Apples			
Do., Rome Beauty, box		3 25	3 50
Do., Winesaps, box		3 50	4 25
Do., Spys, box		2 25	3 25
Do., Greenings, box		2 15	2 25
Do., Baldwins, box		....	2 00
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	....	8 00	7 00
Baldwins	7 50	7 00	...
Spys	....	10 00	9 00
Bananas, per lb		....	0 07
Grapes—			
Do., Malagas, bbl.		13 00	14 00
Grapefruit—			
Florida, 46s		5 00	5 50
Do., 54s		5 25	5 50
Do., 64s		5 50	6 00
Do., 70s, 80s, 96s, 126s		5 75	6 00
Oranges—			
California navels, 100s		....	5 00
Do., 126s		5 00	5 25
Do., 150s		5 00	5 50
Do., 176s		....	5 50
Do., 200s, 216s, 250s		....	5 50
Do., 288s		....	5 50
Lemons, Cal., case		4 00	5 00
Pears, Cal.		....	5 50

Beets, Carrots, Turnips Lower

Toronto.

VEGETABLES. — Lower prices have been established this week on beets, carrots, parsnips and turnips, a straight price of 65c per bag for each now ruling. There is little new to report in other lines, California vegetables coming along fairly well and moving out quite satisfactorily.

Beets, bag	....	0 65
Cabbage, Can., bbl.	$....	$1 75
Do., Cal., crates	2 50	....
Carrots, bag	....	0 65
Cauliflower, Cal., case	5 00	5 50
Celery—		
Do., California, 6 to 9 doz.		
Do., California, 6 to 8 doz.		
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head	....	....
Do., Do., Florida, large hampers	....	7 00
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	....	2 25
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	0 65
Peppers, green, dozen	....	1 00
Potatoes, sweet kiln dried, hamper	3 25	3 50
Potatoes, Ontario, bag	1 25	1 35
Do., N.B., Delawares, bag	....	1 75
Spinach, Louisiana, bush. hamp'a	....	3 00
Turnips, bag	....	0 65

Better Feeling Noted in Flour

Toronto.

FLOUR.—A better feeling in respect to flour is noted this week, the promise of an early resumption of export business tending to help out a situation which was anything but encouraging to the millers.

FLOUR

Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl. $11 25

Bran Moves Up $3.00 Per Ton

Toronto.

MILL FEEDS.—Higher prices have been named on bran this week, and whereas some interests have advanced shorts this is not general. The resumption of milling activities at an early date is looked on with great pleasure as it means mill feeds will be available in quantities more in line with requirements of the trade.

	In carlots, track	
Bran, per ton	$40 00	$40 25
Shorts, per ton	42 00	44 00

Rolled Oats Steady; Cornmeal Easier

Toronto.

CEREALS.—A steady tone is noted in rolled oats with quotations on 90's ranging from $4.25 to $4.45. Cornmeal is easier, being quoted down to $4 to $4.25 for 98-lb. bags. Barley flour, corn flour and oat flour have sagged, and lower prices are named on pearl hominy and hominy grits. Linseed meal is down 50c to $8 in 98-lb. bags.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 00	4 25
Do., fancy yellow, 98s	3 50	3 75
Corn flour, white, 98s	....	4 50
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	4 50
Hominy, pearl, 98s	....	4 25
Oatmeal, 98s	4 70	4 90
Oat Flour	....	4 50
Rolled Oats, 90s	4 25	4 45
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	....	8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	5 50
Blue peas, lb.	....	0 10
Linseed Meal, 98s	8 00	8 50

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

WINNIPEG, Feb. 19.—Steadiness marks the situation in the markets this week, with coffee showing strength and tea tending to stiffen slightly. Canned goods are quiet, with greater activity in canned fish looked for with the approach of the Lenten season. Beans are weak. Oranges and grapefruit may advance.

Maintained Sugar Prices Likely

Winnipeg.

SUGAR.—Sugar prices are not expected to be lower for some months, as present quotations are based on the price for raws agreed upon between the U. S. Sugar Commission and the Government of Cuba, which will rule for the period of the present crop season. With a firm market, sugar prices may therefore

be expected to continue high for some time. Supplies are none too plentiful, but shortage is soon expected to be remedied by larger receipts of raws coming into this country.

SUGAR

Granulated—	Per 100 lbs.
Best, in barrels	$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Supplies Syrup Considered Scarce

Winnipeg.

SYRUP.—There is a marked scarcity of sugar syrup on the local market, and this scarcity may shortly extend to maple syrup. Jobbers are advising an early covering of reasonable requirements.

Syrup—	
24 by 2 lb. tins, case	$6 00
12 by 5 lb. tins, case	7 00
6 by 10 lb. tins, case	6 60
3 by 20 lb. tins, case	6 50
Quart sealers, 1 doz., case	5 10

Quiet Prevails in Canned Goods

Winnipeg.

CANNED GOODS.—The quiet season in canned goods continues, and until the trade demand becomes more pronounced, no advance in price is expected.

With the approach of the Lenten season, more activity in the canned fish market is expected. A scarcity of Sockeye salmon has increased sales of Red Cohoe, Chums, and Pinks. Canned Pilchards are popular on this market owing to reasonable prices.

Corn—	
Maple Leaf, 24 x 2's	$4 45
Burford, 24 x 2's	4 45
Simcoe, 24 x 2's	4 55
Donalco, 24 x 2's	4 60
Peas—	
Standard, 24 x 2's	3 25
Tomatoes—	
Burford, 24 x 2½'s, Can.	3 80
Maple Leaf, 24 x 2½'s, Can.	3 95
Donalco, fancy solid pack	4 05
Peaches—	
Heavy Syrup, 24 x 2's	5 65
Maple Leaf, 24 x 2's	5 50
Donalco, 24 x 2's	5 55
Pears—	
Burford, light syrup, 24 x 2's	3 90
Globe, 24 x 2's	4 15
Plums—	
Lombard, light syrup, 24 x 2's	3 70
Lombard, heavy syrup, 24 x 2's	3 80
Maple Leaf, light syrup, 24 x 2's	4 55
Strawberries—	
Burford, 24 x 2's	8 15
Donalco, heavy syrup, 24 x 2's	8 40
Salmon—	
Chums, Cute, 48 x 1-lb. talls	$8 40
Pinks, Nth. Star, 48 x 1-lb. talls	10 25
Red, Cohoes, Target, 48 x 1-lb. talls	13 75
Red Sockeye, superlative lasquetti, 48 x 1-lb. talls	16 25
Sunflower, Pinks, 48 x 1-lb.	10 40
Sardines—	
Brunswick, 100 x ¼'s	7 05
Do., less than case lots of 100 tins	0 07½

Jams Holding Steadily, Unchanged

Winnipeg.

JAM.—Present prices on jams are expected to be maintained for some time. Owing to the higher prices of sugar now prevailing, no decline in jam prices can be predicted, and British jam will not figure largely in Canadian trade this season. The present market for jams is very firm at following quotations:

Climax Jam—	
Apple and strawberry, 4s, tins, 1 doz. case, case	$8 25
Apple and raspberry, 4s, tins, 1 doz. case, case	8 25
Apple and assorted, 4s, tins, 1 doz. case, case	8 25
L. & B. Jam	
Apple and raspberry, 4s, 12 to case, per tin	0 62
Apple and assorted, 4's, 12 to case, per tin	0 62
Apple and black currant, 4s, 12 to case, per tin	0 62
St. Williams Pure Jam—	
Raspberry, 4s, 12 to cs, per tin	0 95
Black currant, 4s, 12 to case, per tin	0 95
Gooseberry, 4s, 12 to case, per tin	0 90
Raspberry and red currant, 4s, 12 to case	0 90
Red currant, 4s, 12 to case, per tin	0 90
Peach, 4s, 12 to case, per tin	0 82
Plum, 4s, 12 to case, per tin	0 82
Cherry, 4s, 12 to case, per tin	0 88
Assorted, 4s, 12 to case, per tin	0 85

Prunes Make Sharp Advance

Winnipeg.

DRIED FRUITS. — The market is dried fruits continues very firm. An advance of from 3½ to 4c per lb. on prunes has been made within the past week. This advance is the direct result of the shortage of fruit now prevailing.

California new crop prunes are quoted at figures shown below. A notable scarcity of peaches exists, and the out look is for higher prices on this fruit. Demand is good for all lines and no declines are expected.

Prunes	
40-50s, 25-lb. boxes, per lb.	0 18¼
50-60s, 25-lb. boxes, per lb	0 16¾
60-70s, 25-lb. boxes, per lb.	0 15¾
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50's	0 16¾
Peaches, choice, 10-lb. boxes	0 21½
Apricots, choice, 10-lb. boxes	0 26
Do., standard, 10-lb. boxes	0 23
Muscatels	
1 Crown, 25-lb. boxes	0 12¾
Seeded—Bulk, 25-lb. boxes	0 12¼

Coffee Shows Firm Tendencies

Winnipeg.

COFFEE.—Higher prices on coffee may be expected, as recent small advances have not put local quotations in line with figures at New York. Present prices are therefore based on lower costs than rule to-day. This condition is not expected to last, as spot stocks are being rapidly bought up.

The enormous European demand is a big factor in the situation, and it may be therefore established that prices will not be lower for some time. One large importer has advised the withdrawal of all firm prices and states quotations will be governed by market prices from month to month.

Green Coffee		
Rio, No. 7	0 21½	0 23
Santos, fine old crop	0 28	0 30
Bourbon		0 29
Mexican		0 34
Bogota A		0 34
Costa Rica		0 38

Package Teas May React

Winnipeg.

PACKAGE TEAS.—Some advances may soon be made on package teas. The Customs report covering tea importations during seven months, from April to October, 1918, shows a decrease of over 20,000,000 lbs. of tea imported into Canada, compared with the previous year. With tea consumption increasing during the next few months, owing to the return of large numbers of troops from overseas, a shortage is expected, especially in view of the fact that higher prices can be obtained for tea in Europe. For this reason present stocks of tea should be protected at current prices.

Bean Market Shows Weakness

Winnipeg.

BEANS.—The bean market is very weak. Fancy Kotenasbi beans are being quoted at $10.00 per 100-lb. bag. Manchurian hand-picked white beans are quoted at $8.25 per 100-lb. bag.

Peas Steady; Little Change

Winnipeg.

PEAS.—Dried whole peas (yellow) are quoted at .08½ per lb. in 60-lb. lots. Other lines as follows:—

Whole Green Peas	
Bushel, 60 lbs., lb.	0 09½
Split Peas—	
98-lb. sack, sack	8 00
49-lb. sack, sack	4 10

Oranges, Grape Fruit to Move Up?

Winnipeg.

FRUITS AND VEGETABLES.—Heavy receipts of California oranges and grapefruits are expected within the next two weeks on this market, and dealers predict advances in price on these lines. During the past week the fruit and vegetable market has been firm, and prices unchanged.

Fruits		
Apples, box	$3 25	$4 25
Strawberries, Florida, quart		0 90
Oranges	5 50	7 00
Lemons, Cal.		7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Vegetables—		
Cucumbers, doz.		4 50
Cabbage, lb., local		0 04
Potatoes, Albertas		1 00
Beets, with heads on, hampers		4 00
Carrots, with heads, hampers		4 00
Head Lettuce, per doz.		3 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.		0 03½
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Shallots, doz.		1 00
Tomatoes, Florida, case		12 00
Celery, lb.		0 16
Cauliflower, doz.		3 50

Deachman & Weir have sold their grocery business at Carleton Place to Calvin W. Moore, of Smiths Falls, who takes possession at once and will continue the business.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 17.—The Japanese Government is apparently attempting to corner the rice market, buying Rangoon and Siam. The latter is up forty dollars per ton in primary markets. During the last few days American Government has bought seventy-five per cent. domestic rice for overseas relief shipments. The American embargo on imports held in stores in Canada is likely to be lifted on the twenty-first instant. Shelled peanuts higher in primary markets than can be bought spot. Vancouver lifting embargo will strengthen both rice and nuts.

BRITISH COLUMBIA:	
Sugar, granulated	$10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 05½
Do., pearl	0 06½
Beans, lima, Manchurian, 100s	0 13½
Do., lima, California	0 18
Do., white, 100s	0 08
Do., Kootenashi, 100s	0 08
Rice, Siam, No. 1, per ton	....
Do., Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	160 00
Do., Do., No. 2, per 40 mats	135 00
Tapioca, 140s	0 10¾
Sago, 140s,	0 10½
Canned tomatoes, 2½s, doz.	2 00
Do., peas, stand., 2s, doz.	1 80
Do., early June, 2s, doz.	1 95
Do., corn, 2s, doz.	2 45
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 75
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	10 00
Do., chums	9 50
Do., pilchards	8 25
Dried Fruits—	
Choice peaches, 25s	0 25
Do., apricots	0 22
Do., apples	0 21
Do., prunes, 70-80, 55s	0 17½
Oranges, run, per case	6 00
Lemons, per case	5 50
Grapefruit, per case	4 25
Bananas, lb.	0 09
Apples—Yellow Newtons, per box	2 25
Do., Winesaps, per box	3 50

PRODUCE		
Dressed hogs	0 18	0 20
Breakfast bacon, medium	0 44	0 47½
Hams, medium	0 34	0 38
Pure lard, tierce basis	....	0 32
Do., compound	....	0 25
Butter, New Zealand prints	....	0 54
Do., Alberta Cr., prints	....	0 52
Margarine, prints	....	0 36
Eggs, fresh	....	....
Do., storage	....	....
Cheese, large,	....	0 31
Do., twins	....	0 31½
Potatoes, Lillooet, per ton	....	36 00
Fish—		
Frozen Halibut, per lb.	....	0 16
Salmon, Qualla, per lb.	....	0 10
Salmon, Cohoe, per lb.	....	0 16
Salmon, Spring, per lb.	....	0 17

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 17.—Corn starch is down three-quarters cent. Mill feeds are higher and still scarce. Kootenashi beans can now be bought at ten cents pound. New laid eggs quite plentiful, to-day's quotations are $12.15 to $14.00. New car of Washington eggs expected to-morrow, price around $15.00. Sago and tapioca, $10.50 to $12.50. Cheese, $29.00 to $31.00. Prunes are firm. Blue berries, twos, have advanced, are quoted to-day at $4.50 case. Grapefruit, $7.00 to $7.50. Japanese bitter marmalade oranges, $6.00 fifty pound case gross.

Beans, Kootenashi	....	10 00
Beans, Calif. Lima, med.	....	0 15½
Beans, B.C.	....	10 00
Flour, 98s, per bbl.	....	10 50
Rye flour, 49s, per bbl.	....	11 20
Cornmeal, 24s, per bbl.	....	11 00
Rolled oats, 80s	3 80	3 90
Rice, Siam, cwt.	8 00	10 00
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	4 10
Tapioca, lb.	0 10½	0 12½
Sago, lb.	0 10½	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 29	0 31
Butter, creamery, lb.	....	0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	17 60
Compound, 3s	....	14 70
Eggs, new-laid, case	12 15	14 00
Eggs, No. 1 storage, case	....	....
Eggs, fresh, Washington, case	....	15 00
Candied peel, lemon, lb.	....	0 34½
Do., orange, lb.	....	0 36½
Do., citron, lb.	....	0 39½
Tomatoes, 2½s, stand. case, spot.	3 60	4 25
Tomatoes, 2s	....	2 90
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 85	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 18
25s, lb.	....	0 18¾
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	5 00	6 50
Oranges, Florida	....	....
Oranges, bitter, Japanese, 50 pd. case	....	6 00
Lemons, case	6 00	6 50
Grapefruit	7 00	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 17.—Saskatchewan creamery butter has dropped 3 cents per pound and is now quoted at 50 cents to the trade. This announcement follows on a decline of the market at Montreal and Winnipeg, and also the sensational drop of 26 cents on the American market within the past two weeks. Heavier receipts of eggs have also resulted in a decline in the market price of eggs, which are now selling to the consumer at 60 cents for the real fresh article. Other staples remain unchanged on the local market.

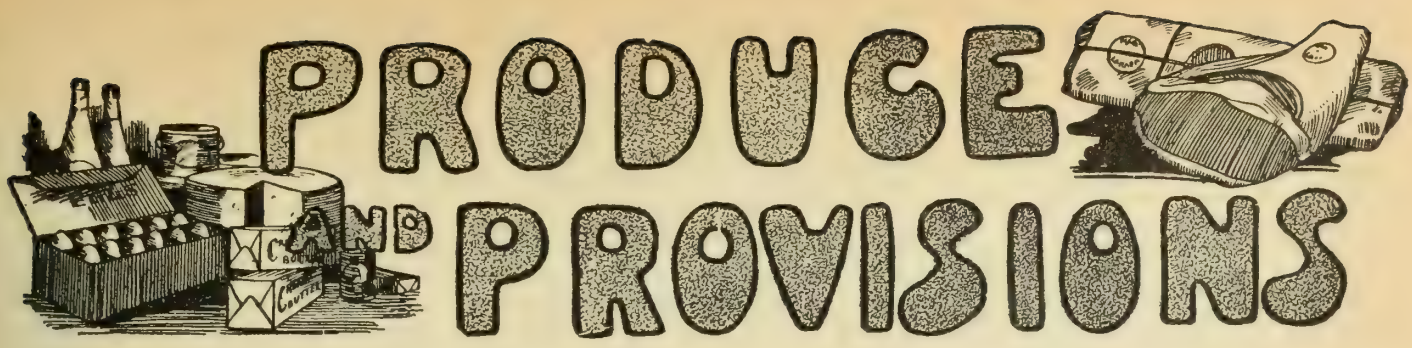
Beans, small white Japans, bu.	....	5 60
Beans, Lima, per lb.	....	0 14
Flour, standard, 98s	....	5 45
Rolled oats, bails	....	4 35
Rice, Siam, cwt.	....	8 75
Sago, lb.	....	0 12
Tapioca, lb.	....	0 13
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1 Ontario, large	....	0 30
Butter, creamery	....	0 50
Lard, pure, 3s, per case	....	18 75
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 60
Eggs, storage	....	0 65
Pineapples, case	....	5 75
Tomatoes, 3s, standard case	....	4 25
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
Potatoes, bushel	....	1 15
Apples, Washington, box	2 30	3 00
Pears, Washington, box	....	4 00
Grapefruit	....	7 50
Cranberries, bbl.	....	15 00
Florida oranges	....	6 50
California oranges	....	6 50
Pineapples	....	5 75
Lemons	....	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 17.—Changes again this week are practically all downward. Flour dropped 15 cents and is now quoted $12.50. Cornmeal is off also and is now quoted $3.25 to $3.30. Molasses down 92 to 95c. Eggs lower, fresh 50 to 55c. Case, 50c. Breakfast bacon, 30 to 38c. Potatoes easier at $3.00. Lemons higher, $7 to $7.50.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 25	3 30
Rice, Siam, per 100	9 00	9 10
Molasses	0 92	0 95
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 29	0 30
Eggs, fresh, doz.	0 50	0 55
Eggs, case	....	0 50
Breakfast bacon	0 30	0 38
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 42	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½
American clear pork	55 00	59 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	4 40
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 90



Restrictions in Trading Removed

st—Action Forecast at Canadian ProduceOrders Nos. 26 and 45 a Thing of the Pa Association Convention—Further Report of Proceedings

AT the Wednesday session of the Canadian Produce Association Convention held in Toronto last week, R. M. Ballantyne advised the members that within the course of a day or so Orders No. 26 and 45 would be withdrawn. This announcement was received with enthusiasm as these two orders have done much in the past year to make the produce dealer's life anything but a bed of roses.

The day following the convention the official announcement of their actual withdrawal was made public.

Order No. 26 limits the holding of produce to the requirements of the dealers in the Canadian trade during the months of light production and fifteen days supply thereafter in the case of butter and eggs, and thirty days supply in the case of cheese.

Order No. 45 limited the amount of profits that the dealer might take to 10 per cent. on the costs of goods delivered to warehouse, and permitted a small amount for candling and carrying in addition. In a discussion of this latter item, F. F. Whyte, Toronto, a little later in the convention session proved that this item did not cover the cost and that consequently in the case of eggs at least the order meant practically doing business without profit.

Mr. Ballantyne in his address dealt with the various regulations of the Food Board as they affected the produce trade.

"Is the dealings report annulled?" Mr. Ballantyne was asked at the conclusion of his address.

"So far as the Canada Food Board is concerned," he replied, "you will be asked for no further reports." There will be some regulations but I would rather that Dr. McFall spoke to you regarding these."

"Will the purchasing commission for cheese be withdrawn?" he was asked.

"That I do not know," he replied, "the question has not yet been decided."

Dr. McFall, Cost of Living Commissioner, and chief of the Internal Trade Statistics Department, was the next speaker. "

"There have been various forms requesting information to which my name has been signed, he stated, with which I have not been familiar. There are two forms however that will probably be especially familiar to you. 1. The Dealings Report Form and 2, The Stock Report Form. The first was originated to check up accurately, dealings in produce, while the second showed the stock on hand and the stocks necessary to each dealer. It is my opinion that the Dealings Report Form is no longer necessary, indeed it has been discontinued already.

"If is my opinion that the cold storage report, is the quickest way we have of finding the visible supplies of stock, and therefore I think that this form should be continued. There are two ways of getting a record of these visible supplies, the first is to get the manager of the cold storage to report actual stocks on hand whether owned or not, and the second is to get the manager of businesses to report stocks no matter where situated, but only such stocks as are actually owned. These are two different points of view, and there is a difference of opinion as to which is the best method. Suppose you take grain as an illustration. If we asked every holder of grain to report stocks it would be a very difficult matter to get a complete list of holdings yet we can by 17 wired reports get statistics that cover the bulk of the visible supply.

"So the Cost of Living Department is asking the manager of each Cold Storage Warehouse, to report what butter and eggs and cheese he has in storage, whether he owns it or not. But the actual owner is not now being asked to send in his stock.

Cold Storage Report to be Retained

"The Cold Storage Report will continue though the Cost of Living Report of the Food Board may not. In regard to the Cold Storage report, in fairness to those who have been sending in their reports promptly, I am asking the Minister to impose severer conditions and to require the return of these reports not later than the fourth business day of the month."

In closing his remarks Dr. McFall expressed himself as ready to answer any questions dealing with the matter discussed.

W. A. Brown: "If stock reports are to be given why not quote varieties instead of bulking different items together under the head 'poultry' for instance?"

R. M. Ballantyne: "Will the merchants be able to give this information?"

A. E. Silverwood: "We have made a point of keeping such records in our storage and have found it quite feasible."

J. F. Fraser: "If you have to get these reports from the Cold Storages, you would have some difficulty. They would grade all as poultry."

H. B. Clemes: "I think that these reports are beneficial, and should be made as complete as possible. Let us have the stock classes, as ducks, geese, chicken, etc. Not necessarily the varieties in each class."

Dr. McFall: "If you find out what classifications of poultry you want we will enforce the publication of these details. You have only to adopt the classification that you think best and we will do the rest. There was some discussion at this point as to whether those present who were not directly interested in the question should be permitted to vote upon it."

J. F. Fraser: "I think it would be possible to give stocks, as ducks, geese, chickens, etc., but that is all that I think is practicable."

A. E. Silverwood: "I would move that the Association put itself on record as favoring the continuance of the report, giving grades if the Department found it feasible."

The motion was seconded by H. B. Clemes, and was put and carried.

F. M. Moffat, of Gunns, Limited, Toronto, in speaking of the Export situation said: "Our business is necessarily of a speculative nature but I surely have a speculative subject this morning when I am asked to speak to you on the subject, "The Probable Condition for Export of Canadian Eggs, Butter, Cheese and Poultry during 1919.'

"Looking forward into 1919 and taking a summary of conditions at the moment, we find that stocks of eggs and but-

ter have been cleared. Stocks of cheese are either cleaned or in the hands of the Dairy Commission. Poultry stocks on the other hand are larger, and the situation is a little anxious for the holder. We have paid in our liberality, a long price to the farmer, and I fancy that we have all been somewhat surprised at the stocks sent in. For this situation however there is relief in sight. Ottawa advises that poultry will get preference in respect to refrigerator space next to beef. This is surely as it should be. Canadian goods should get the preference on Canadian boats out of Canadian ports.

"The 1919 export business presents many new problems that we are fortunate in having time to consider. In looking forward into the new year we are face to face with depleted food supplies, and disorganized sources of production in Great Britain and Europe, and are reasonably assured of a market for whatever we can produce. It is understood that there is a cheese and butter shortage that cannot be made up though it may be affected by the manufacture of margarine which according to present indications will be produced much more cheaply than formerly. There are huge stocks of edible oils in Oriental countries that will now reach the market.

Tonnage will be available, and the situation in that regard will certainly be much improved.

"It is idle for us to speculate on the question of Government control. The powers that be have given us no understanding in the matter. In Australia the British Government has purchased the entire production of cheese and butter till 1920, which looks to be one indication of a similar control over these products in Canada. Eggs and poultry on the other hand I am led to believe will be unrestricted.

Now as to the factors affecting production. In the case of eggs and poultry, feeds are more plentiful and cheaper. In regard to labor the same thing is true, if not cheaper in the rate per hour, it is so in the fact that more efficient help will be obtainable.

"Thrift will more than ever be a factor to be encouraged, because of the prospective loss of war prices. I believe that we will see a big change in ocean freight rates during the present year. Competition is springing up and lower prices are assured. War risks will be eliminated or largely so, only the small element of danger from floating mines remaining. Rates of exchange are however likely to be a factor in our selling plans for this year.

Other Modifying Conditions

"The export produce business is necessarily of a speculative nature. We have to purchase and store stocks for three or four months till the shipping season arrives. I believe too that we are facing different conditions of value this year. Dealers have had courage to operate in the past because they believed that conditions warranted the prices, and that these would probably be higher. Now the stimulus of war has been withdrawn, and with it the urgency of demand. In Britain and France the fear of famine is passed, and Great Britain our principal customer will be open to receive the surplus of the world's production from sources where large accumulations have been developed because war conditions prevented their delivery.

"We are losing too some of the advantages of our close proximity to Britain and the European countries. The lessening urgency of demand opens farther markets, and Great Britain is able to discriminate in cost and quality as she has not been able to do in the past. There is no doubt but that they will encourage intensive production, no doubt either that they will curtail foreign buying for financial reasons.

HARPER R. GRAY

Joint manager of Gunn, Langlois & Co., Montreal, and recently elected first vice-president of the Canadian Produce Association. Through a typographical error the name of Mr. Gray, appearing under his photo in last week's issue was mispelled. It is therefore reproduced this week, giving the name as it should have appeared.

"Moreover there are other conditions to be considered. The army buying which has been a vital factor, in cheese particularly, will not be as large as in the past. It is possible too that social conditions will bring about some curtailment of buying power. I am not speaking in a bearish spirit of the future, but a consideration of the subject would not be fair without taking these factors into account.

"In this connection the following figures giving the buying prices of former times might be of interest and moment. The buying price for eggs for April and May, 1914, was 20c to 21c, country store; creamery butter, May and June, 23c to 24c at the factory; cheese, May and June, 13c; live hogs, July, 1914, $8.38 per cwt.; December, 1914, $17.72 per cwt. Dressed hogs during this period ranged from $11.32 to $25.50 per lb.; dressed cattle, from $7.45 to $10.34.

"While I do not suggest a return to these levels. Sooner or later we must return to approximately these levels, and I believe that from now onward the tendency will be downward rather than upward. In conclusion I trust that the export season will be found to be a satisfactory and profitable one to all engaged in it."

J. A. Ruddick in speaking on the question of a central cheese board, strongly urged the wisdom of the appointment of a central, selling board for cheese. "Auction selling," he stated, is dependent on a matter of grade and the grade therefore comes first. Grading was undertaken originally as a scheme of instruction to let the maker know what the qualities were. It became evident later however that these certificates were useful as commercial documents and were largely used as such. The first attempt at grading dairy products was in the City of Cork. New Zealand began grading 25 years ago for educational purposes and five years later they developed it on a commercial basis, and now every box for export must be graded. In Quebec The Quebec Co-operative Agricultural Association has adopted a grading system. In the prairie provinces this is also the case, and there is no doubt that this is the reason for the very excellent showing of these provinces.

"We have a sort of auction selling at the various cheese Boards but I don't hesitate to condemn the methods of most of these. With few exceptions they are a farce. The Quebec Corporation has 600 factories. Their product is shipped to Montreal, graded and sold twice a week, sold on its merits without any come-back. The trouble with the cheese Boards is that there is a single price, and the real adjustment comes later as a matter of dicker between buyer and seller, when allowance is made for goods of poor quality.

"I believe that soon cheese and butter destined for export will be shipped to warehouses in Montreal where it will be graded by a disinterested grader. This would eliminate the buyer going to the Cheese Board. It would eliminate the country buyer also. There would be no expenses in connection with the central grading and auction selling. But the main advantage would be that the factory would be paid the price for exactly the quality it produced, and if that price was low there would be an incentive to improve the quality that does not now exist. I do not know whether this would be a practical scheme for Toronto or not, for the market might easily be overstocked, not having export facilities. a possibility."

"Where would dealers who are accustomed to ship to the West get their supplies," asked Mr. Johnson at the conclusion of the address.

F. F. Whyte, of the William Davies Co., Toronto, spoke on the question of limitation of profits as inaugurated by the Canada Food Board and proved by definite instance that the allowance for handling were not sufficient to cover the actual charges and that dealings in eggs during the past year had been done at an actual loss.

Question of Local Credits

In the absence of C. M. Thacker of the William Davies Company, Montreal,

who was in Winnipeg, a paper prepared by him dealing with local credits was read by F. F. Whyte. He urged the necessity for more strict regulation of credits for the produce trade, pointing out that retailers transactions were mostly covered by a week's time. They bought supplies by the week and should have their credits limited on that basis. The packers had put their customers on a weekly credit basis successfully and he urged the wisdom of a similar course being adopted by the produce wholesalers.

J. A. Law, of the Matthews-Blackwell Company, Toronto, dealt with the Terms of Sale for Export Shipment, urging that in export shipments, especially of eggs, the following points should be carefully considered and safeguarded. 1. The form in which offers are to be made. 2. The time within which offers may be accepted. 3. Forms of contract. 4. Bills of lading and insurance. 5. Shipment. 6. Tender and delivery. 7. Quality and grading. 8. Payment. 9. Commission 10. Claims and Arbitration. The consideration of these various points by the Association, and the settling of some basis of porcedure would, he thought obviate many difficulties that arise at the present time.

John Scott, the Government grocer at Toronto, spoke of the success of the movement for the grading of butter in Ontario and pointed out that the success achieved justified further expansion in this direction.

H. J. Crow, Government grader at Regina and Wm. Newman, Lorneville, spoke of the benefits of grading from the maker's standpoint, stating that such a system aided materially in improving the standard of the product manufactured.

The question of the standardization of butter boxes was introduced by H. Johnston, Flavelles Limited, Lindsay, who spoke of the advantages his firm had found in using a certain type of box and of the benefit that might be expected from standardization in this direction.

H. B. Clemes, Gunn's Limited, Toronto, seconded Mr. Johnston in an appreciation of the form of box suggested.

With the election of officers reported in last week's' issue the convention adjourned to meet next year in Hamilton at the invitation of H. H. Fearman.

Standards for Interprovincial Trading

Produce Convention Considers Question of Grades For Trading in Eggs Between Provinces—A Brisk Discussion

"I would like," stated Mr. Gray in introducting the question of egg standards for interprovincial trading, "to have a very full discussion."

Mr. Johnson asked whether it would not be as well to have the question of making cases for interprovincial trading left optional.

Mr. Pomeroy stated that they had discussed the question of making cases at a meeting of the Prince Edward Island Association and had felt that it would be better to have the cases stamped "Canadian eggs" on only one end.

"What advantage is the branding of cases for interprovincial trade? If the cases are late rto be used for local trading the case had to be stamped," asked Mr. McLean.

C. F. Rhodes felt that the loss-off system had been of great value and that efforts should be made to have it incorporated in the standards. He believed that standards in interprovincial trade should be made compulsory.

W. L. Haight, of Gordon Ironsides & Sons, Winnipeg, stated that everyone was in favor of the loss-off basis, but on the compulsory standards of interprovincial trading he was not quite as much at one in opinion. He thought that there should be more leeway given to the man who was trying to put up a high-grade egg. He thought that 10 per cent. allowance in the extras would mean a fairer regulation. "We make more allowance in the extras than on the poorer eggs," he stated. "It did not work out on a two per cent. basis."

Mr. Cameron, of D. J. Coyle & Co., Winnipeg.—"I have no mandate from the trade in Winnipeg. I can say, however, that we favor the loss-off, and would be glad to see it in force."

R. Gray, Montreal.—"I don't think that the Dominion Government could legislate in regard to the matter of interprovincial shipments. The important point, I think is whether we are to get the loss-off basis or not."

Developing a Standard of Quality

W. A. Brown.—"I would like to say that I don't think that the trade east and west appreciate even yet the idea that underlies the departmental effort represented by these regulations. You are all familiar with the loss-off buying as a step to quality payment. Every disappointed consumer means a reduced consumption. True, Canadians are eating more eggs than before the war, but they are yet only eating an average of two-thirds of an egg a day, and these regulations are tending toward a hundred per cent. perfection—that will mean an increased domestic consumption. I was interested in the action of the shippers in endeavoring to get together to get some relief. The shippers complain of the loss-off charged back on candled eggs. We cannot get inspection on small lots, but it is a point to be aimed at, and we will not get the best results till everyone gets the idea of giving the best their brains can give in fostering quality. Why don't you demand a Government inspection if you find fault with the treatment you receive?

"The only way to achieve quality is through the matter of price. Mr. Jackson urged the difficulty of disposing of poorer quality eggs," continued Mr. Brown. "Why does he pay as much? It is possible to get quality by paying for it, but only so. We must establish this quality, and if we do we will get the best and biggest markets not only in Canada, but the world at large."

Mr. Brown, in speaking on the resolutions, stated: "I think one of the things the association could do would be to have a committee to meet with the department when it comes to a definite decision in these standards."

W. L. Haight.—"I would like to see a committee appointed representing the interests of the east and west. I think this would do away with the feeling that Eastern handlers are getting things their own way."

E. M. Ham.—"We are heartily in favor of the Government restrictions, though we found the two per cent. variation too drastic. It is not commercially feasible."

"If we make the regulations too elastic," stated R. J. McLean, "we are defeating the objects that the Government has in view. The quicker eggs go to market, and the better and more carefully they are inspected, the better, and if you make 200 cases free from inspection it would tend away from the aims as set by the Department; it would be loosening up to where you could ship an indifferent grade of eggs. The only way to maintain quality is to keep the grade as tight as possible. It is a patriotic duty to improve the quality of all the goods produced on the farm, and we should be willing to improve that quality even at a loss to ourselves for a while. I think Mr. Brown's stand is a good one and the right one, and I would like to see him supported."

R. Gray stated that in Montreal every egg is sold on a quality basis and the consumers were getting what they paid for. "Our eggs are bought and sold on a quality basis and it is the only place where this is so," he stated.

Mr. McLean challenged the superiority of Montreal, and stated that Toronto eggs also were sold on a quality basis..

J. F. Fraser.—"Those of us who had anything to do with the regulations consider them too drastic. We are all in favor of regulation; all we want is to have them economically sound and commercially practical. If a quality standard is set and eggs are fairly graded, we will achieve what we are after. The shippers evidently feel that there is too great a shrinkage, and it seems only fair that we should have a Government inspector somewhere in between in whom the shipper would feel confidence. This would ultimately produce quality, for the shipper would get less for poor quality stock.

"I think it would be a mistake for the Government representative here present to get the impression that we are satisfied with the standard for storage eggs, but we should set our standard for storage eggs sufficiently below that of fresh eggs to really make it a standard." The

question was finally referred to the resolution committee supplemented by R. Gray, Montreal, J. F. Fraser and H. R. Gray, Montreal.

H. Garrett, of Marshalls, Limited, speaking on the question of "Redress for Goods Bought on Government Grade Certificate and not Being up to Grade When Delivered," stated that there were many instances where shipments from the West did not come up to the standard expected, a serious factor that would tend to discountenance interprovincial trading.

"We cannot see these goods before buying, and the shippers present the Government certificate as a defence against all complaints. The Government is ready to investigate when asked, but meanwhile we are trying to work off the goods and pocketing our loss.

"There does not appear to be much profit to anyone in such transactions. The Western dealer can do this once, but he can only do it once

"We have seen eggs shipped as No. 1 promptly delivered and properly handled inside of two weeks running two or three dozen rots to the case. The Government regulations are all right, but they do not protect, and we surely are entitled to protection.

"We should be in a position to get a further unbiased inspection by an inspector who did not feel that he had to back up the report of the original inspector."

R. Whyte, of the Whyte Packing Company, in continuing the discussion, asked whether other dealers had had the same experience, and stated that any experience he had had been fairly satisfactory. If such a condition arose he believed that there was no remedy unless evidence could be produced sufficient to defend the case in law. He asked Mr. Brown for his opinion in the matter.

Mr. Brown stated that the Government examination must be as good as possible. One case had been drawn to their attention and they had at once wired to double the number of cases inspected. They also kept a check against the inspector, trying to keep a record of each inspector's work, and by so doing to bring the inspection up to as near perfection as was humanly possible. He looked forward to the time when the voluntary requests for inspection would swamp the Department.

R. J. McLean.—"There is no wish to raise any controversy, but there should be some way of finding out where the fault is when goods, on arrival, do not measure up to the inspection record. This is not a question of going after the Department or the inspectors, but of going after those responsible for the loss and holding them responsible. I think that the Government should assist us in getting some means of redress. It might be referred to the arbitration committee of this association, who might obtain the co-operation of the Government in obtaining some means of redress in such instances."

R. Whyte contended that the only way was to prove the quality of the goods to be below the Government grade and to prosecute if necessary.

J. J. Fee did not think that it was possible to go beyond the Government inspection, that it was the final word.

W. L. Haight did not think that the discussion was fair to Western shipments that were mainly beyond question.

W. H. Auld stated that they had inspected 135,000 cases of eggs, and that everything had been done to protect both buyer and seller. The inspector did not look for anything but off-grade eggs, and if these come within two per cent. they could not do anything but pass the shipment. We have had numerous instances where we have been complimented in the quality of the examination. Moreover, there were the conditions of travel that would have a material effect on lowering the quality of the eggs. We hope to be able to better our present methods, and if any light can be thrown on the matter the Department of Agriculture will be glad to co-operate.

SUGGESTED STANDARDS FOR EXPORT TRADING

(Continued from last week's issue.)

Export eggs are mostly storage eggs and grading that will suit fresh eggs will not necessarily suit storage.

It must not be forgotten that the British market is thousands of miles from our shores. This means three or four weeks transportation before our eggs are placed on that market. And this means more or less deterioration. It is impossible for us to deliver the finest quality of eggs on that market. Ireland and Holland are closer and can deliver eggs to the British market within a few days and they must therefore get the best market. Our market in Britain is not for the finest quality of fresh eggs but for eggs of good quality, wholesome and reasonable in price. This was most strikingly illustrated by the prices fixed by the Allied Buying Commission last year. These men, who knew the business, wanted good, general quality, but not fancy eggs. Only one cent per dozen difference in price between grades. It is also emphasized by the demand last year for pickled eggs. It is well known that pickled eggs will hold up longer and under more adverse conditions than storage eggs. They are not of as fine flavor and quality when taken out of storage, but if subjected to long periods of handling and transportation before being consumed they will hold up better and be of better quality than the cold storage eggs. That is why some wanted pickled eggs last year. It is because the British market wants value rather than fancy quality.

It cannot be successfully argued that the "Undergrades" are unfit for food. It is very well known that those who exported eggs this fall sold the "Under-grades" for as much as their "Extras." And they were sold on the Canadian market and in competition with the best fresh eggs that can be produced. They were sold on merit for just what they were worth and they would have sold as well in the British market if transported under ordinary conditions.

Again, when most commodities are graded the sample is submitted to the inspector who determines the grade the sample comes within. Take butter, for instance, the sample of the lot or churning is sent to the grader and he determines the grade of the butter. But under our system the packer must put up his eggs and state the grade and then the inspector comes along and approves his work, or, if he is not so lucky, "turns them down," with the result that the entire lot must be recandled and regraded at considerable expense to the exporter and at a considerable sacrifice in the quality of the eggs.

Again, any system of inspection is good or bad according to the ability, integrity and good judgment of the inspector. I think the exporters of eggs will unanimously agree that we were very fortunate this year in having splendid men as inspectors. But we may not always be so fortunate. And with our present system any inspector could turn down almost any car of eggs and the exporter could not effectively protest. I believe that any practical egg man can go through any average case of storage extras exported last year and by careful candling pick out 8 eggs that might be considered under grade according to the present standards. It is commercially impossible to get such a high state of perfection in storage eggs. And I think every one will agree that it is unfair to ask an industry to comply with regulations without the right to appeal to a higher authority in case of dispute and to do so without the cards being stacked against it.

I believe that the general opinion of the exporters of eggs is that the grades for export should be made wider and I have much pleasure in submitting the following schedule of grades to replace those at present in force:

Grade (a) Extra Eggs of good size, to average 24 ounces to the dozen or 45 lbs. net to the 30-dozen case; reasonably clean; sound in shell; air cell less than ⅝ inch in depth; white of egg to be firm and yolk slightly visible; maximum allowance at time of inspection not to exceed three bad eggs and twelve under-grade eggs.

Grade (b) Extra Firsts—Eggs to average 23½ ounces to the dozen or 44 pounds net to the 30-dozen case; reasonably clean; sound in shell; air cell less than ⅜ inch in depth; white of egg to be firm; yolk may be moderately visible, but mobile; air cell stationary; maximum allowace at time of inspection not to exceed four bad eggs and eighteen under-grade eggs.

Grade (c) No. 1 or Firsts—Eggs to average 23 ounces to the dozen or 43 pounds net to the 30-dozen case; reasonably clean; sound in shell; air cell less than ½ inch in depth; white of egg to be firm; yolk may be distinctly visible, but mobile; air cell stationary; maximum allowance at time of inspection not to exceed five eggs bad and twenty-four under-grade eggs.

Under-Grade Eggs—stale, weak, heavy yolks, checks, dirties and extra small eggs.

Standing Committees

Transportation: H. R. Gray, Montreal (chairman); J. T. Madden, Toronto; J. F. Fraser, Halifax; C. P. Rhodes, Calgary; H. Johnston, Lindsay; F. F. White, oronto; Richard Gray, Montreal; T. J. Coyle, Winnipeg.

Arbitration: H. B. Clemes, oronto (chairman); C. M. Thacker, Montreal; M. Lemon, Owen Sound; B. W. Suires, Peterboro; Jas. T. Madden, Toronto; A. W. Bayman, Ottawa; R. B. Colwell, Halifax.

Resolutions: R. J. McLean, Toronto (chairman); A. E. Silverwood, London; I. W. Steinhoff, Toronto; J. A. McLean, Toronto; H. B. Clemes, Toronto; E. J. Smith, Brockville.

Nominating: J. R. McNab (chairman), Dungannon; E. M. Raney, Toronto; H. H. Fearman, Hamilton; F. F. White, Toronto; R. J. McLean, Toronto; E. J. Smith, Brockville; W. Champagne, Montreal; G. C. Silcox, Montreal; J. Edmond, Quebec.

Executive: A. E. Silverwood, London; R. J. McLean, Toronto; C. M. Thacker, Montreal; J. P. Madden, Toronto; H. H. Fearman, Hamilton; J. R. McNab, Dungannon; A. E. Bailey, Belleville; R. B. Colwell, Halifax; A. N. Wilson, Winnipeg.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 18.—The features of outstanding interest this week are those of another decline for new-laid eggs and of a bigger one for storage grades. This latter decline is from 5 to 7c per dozen. There also has been a firming hog market, both live and dressed being up, while cured meats are steady and firm, though quiet. Lard is lower, and so much scrambling is made for business that the market may be called only a nominal one. Butter is steady and active, and fish, poultry and cheese are unchanged.

Fresh Meats Firmer, Better Sale Here

Montreal.

FRESH MEATS.—There has been a firmer feeling this week, induced by more activity in selling. Live hogs are quoted at $18, and dressed are moved up somewhat also. Legs of pork and loins are higher. The market for cattle has been firmer this week, and fresh beef spreads are from two to four cents per pound above the quotations of last week. There is no change for calves or sheep.

Hogs, Dressed—		
Abattoir killed, small	$25 00	$26 00
Sows		22 00
Hogs (country dressed)	19 00	21 00
Hogs, live		18 00
Fresh Pork—		
Leg of pork		0 32
Loins	0 34	0 36
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	
Trimmed shoulders	0 24½	0 25
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 22 $0 30 .Hind quarters..	$0 20	$0 25
0 15 0 19 .Front quarters.	0 14	0 16
0 30 0 35 .... Loins	0 25	0 28
0 20 0 28 ..... Ribs	0 20	0 26
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 27	0 26
Lambs—fresh killed	0 26	0 28
Do., frozen	0 26	0 27
Sheep		0 20

Firm Position on Cured Meats

Montreal.

CURED MEATS.—The undertone is a steady one but no changes are made for bacon, backs, or hams. There has been an easing tendency on barrel pork but the firmer tendencies noted for live and dressed hogs again tend to offset this.

Hams—		
Medium, smoked, per lb.—		
(Weights) 10-16 lbs.		0 36
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 38	0 45
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 28	0 28½
Long clear bacon, small lots	0 28½	0 29
Fat backs, lb.	0 29½	0 30
Barrel Pork—		
Canadian short cut (bbl.)	52 00	54 00
Clear fat backs (bbl.)	56 00	58 00
Short cut clear pork (bbl.)	50 00	52 00
Heavy mess pork (bbl.)		49 00
Bean pork (bbl.)		47 00

Hams Quiet, Little Moving

Montreal.

COOKED MEATS.—There is very little demand for cooked meats of any kind, sales being of a light nature through the retail channels. The general tendency is, if anything, firmer than that prevailing last week.

Head cheese		0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 48
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast	0 50	0 54
Shoulders, roast	0 46	0 52
Shoulders, boiled		0 44

Nominal Position Lard, Down to 26c

Montreal.

LARD.—While, as stated last week, the lard market might react, this has not developed and quotations, tierce basis, are as low as 26c per pound. There are indications that even this low price has been shaded. In any event, the position is a nominal one, and some heavy sales appear to have been made, the price being quite an inducement.

Lard, Pure—	
Tierces, 400 lbs., per lb.	$0 26
Tubs, 50 lbs., per lb.	0 26¼
Pails, 20 lbs., per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Low Lard Price Slows Shortening

Montreal.

SHORTENING.—So long as the favorable basis obtaining on lard remains, the produce men do not anticipate a big sale for shortening. The price is down ½ cent. under that for lard, but this is not much of an inducement to the buyer. Supplies are said to be adequate.

Tierces, 400 lbs., per lb.	0 25½
Tubs, 50 lbs.	0 25¾
Pails, 20 lbs., per lb.	0 26
Bricks, 1 lb., per lb.	0 27

Best Margarine in Fair Favor; Held

Montreal.

MARGARINE.—While there is not much to report on margarine, sales of best grades are in favor, and these are most preferred by those using the product. The market is held steady.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.		0 30

Butter Sale Good; Unchanged

Montreal.

BUTTER.—Demand from the consumer for best butter is still active and the selling goes forward merrily for best creamery on which the price is maintained at 53c. The jobbers fully expect that there will be a general using up of stocks within the next few months, and it is just a bit difficult to estimate if the holdings will see the trade through until spring arrives and fresh-made grass butter is available. Reports just to hand indicate that Quebec has made much advance in butter making and the value of production is high.

Butter—		
Creamery prints (storage)		0 53
Creamery solids (storage)		0 52
Dairy prints, choice	0 44	
Dairy, in tubs, choice	0 42	

Cheese is Steady, Selling Well

Montreal.

CHEESE.—No price changes are made this week for cheese, but the market is steadily held and a fair trade in a domestic way is maintained. This will even improve during coming weeks in all probability. Little export has been made.

Cheese—	
Large, per lb.	$0 28½
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

Canadian Eggs 54c, Storage Down 5-7c

Montreal.

EGGS.—The market for new-laid eggs has declined a little, being one cent. less at 54c. The continual lowering of the new-laid basis has had the effect of lowering storage prices and a substantial decline amounting to 5c for selects and to 7c per dozen for No. 1 is effective. It is noteworthy that the Canadian production of new-laids is equal to the demand, at least this is the statement of several large handlers.

New-laids	0 54	0 55
Selects		0 45
No. 1		0 40

Chickens Are Held, Poultry Selling

Montreal.

POULTRY.—There is a steady and good demand for chickens, and many are bound to have these regardless of price. The whole line is firmly held and the markets will be good, some assert, owing to the possibilities of large export developing. Some live birds have come to hand during the mild winter weather.

	Dressed
Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45

DUCKS	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Coast Fish Firmer, Good Supplies

Montreal.

FISH.—The markets are without much change this week excepting for a firmer condition on halibut, salmon, etc., from the West Coast. The same firmness applies to lake fish such as pike and tulibees. Cold weather would soon make a big impression on the present supplies in dealers' hands, these being rather large of some varieties.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	0 20	0 22
Live lobsters	0 65	0 70
FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 07½	0 08
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	....	0 14
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	....	0 15
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07	0 08
Sea Herrings	0 17½	0 08
Steak Cod	0 09	0 09½
Smelts, No. 1, per lb.	0 16	0 17
Smelts, No. 2, per lb.	0 13	0 14
Smelts, extra large	....	0 24
Lake Trout	0 18	0 19
Tom Cods, per bbl.	....	5 00
Lake Herrings, bag, 100 lbs.	....	6 00
Alewires	0 07	0 07½
SALTED FISH		
Codfish—		
Codfish, large brl., 200 lbs.		$22 00
Codfish, No. 1, medium, brl., 200 lbs.		20 00
Codfish, No. 2, 200 lb. barrel		18 00
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes) lb.		0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
PICKLED FISH		
Herrings (Scotia) barrel		13 00
Mackerel, barrel		34 00
Salmon, Labrador		27 50
Salmon, B.C. (200 lbs.)		26 00
Sea Trout		24 50
Turbot (200 lbs.)		18 00
Codfish, tongues and sound, lb.		0 15
Eels, lb.		0 16
OYSTERS		
Cape Cod, per barrel		$15 00
Batouche, per barrel		15 00
Scallops, gallon		4 00
Can No. 1 (Solids)	2 50	2 60
Can No. 3 (Solids)	7 25	7 50
Can No. 5 (Solids)		12 00
Can No. 1 (Selects)		3 00
Can No. 3 (Selects)		8 40
SUNDRIES		
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25
Paper Oyster Pails, ⅛ per 100		1 75

Roast Hams Slightly Easier

Toronto.

COOKED MEATS.—A slightly easier feeling is reported in roast hams with other lines showing practically no change. Only a fair movement to the trade is reported.

COOKED MEATS		
Boiled Hams, lb.	$0 49	$0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dressing, per lb.	0 47	0 49
Head Cheese, 6s, lb.	....	0 16½
Meat Loaf with Macaroni and Cheese, lb.	....	0 29
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.	....	0 32
Veal and Tongue, lb.	....	0 25

Above prices subject to daily fluctuations of the market.

Lard Looks a Little Firmer

Toronto.

LARD.—There seems a tendency still to shade prices somewhat, but the feeling generally is much firmer. The market in the United States is very firm and this seems likely to be reflected here. Quotations for the week hold at around 27c per pound, tierce basis.

Lard, tierces, 400 lbs., lb. .... $0 27 ....

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

ONTARIO MARKETS

TORONTO, Feb. 19.—Lower prices on eggs have been named again this week, and the market seems as though it may go even lower. Live hogs are higher, and the market is strong. Little change in quotations on fresh or cured meats has been noted. Butter has firmed up, though price is unchanged.

Live Hogs Up; Beef Strong

Toronto.

FRESH MEATS.—Live hogs are very strong again this week, the movement to higher levels starting towards the middle of last week continuing, until to-day $18 per cwt. fed and watered basis is being paid. There seems to be a stronger possibility of export business developing, and this is affecting all lines to some extent. There is nothing definite yet, but it is reported there are two buyers now on the way out to Canada and that there may be some orders placed. Quotations range as follows:

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	$22 50	$24 00
Live, off cars, per cwt.	....	17 75
Live, fed and watered, per cwt.		18 00
Live, f.o.b., per cwt.	....	16 75
Fresh Pork—		
Legs of pork, up to 18-lbs.	0 28	0 32
Loins of pork, lb.	0 34	0 37
Tenderloins, lb.	0 40	0 43
Spare Ribs, lb.	....	0 18
Picnics, lb.	0 19	0 21
New York shoulders, lb.	..	0 24
Montreal shoulders, lb.	....	0 25
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 28
Front quarters, lb.	0 17	0 18
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 28	0 30
Do., short, lb.	0 32	0 35
Hips, lb.	....	0 22

Cow beef quotations about 2c per lb. below above quotations.

Calves, lb.	0 25	0 26
Lambs, whole, lb.	....	0 27
Sheep, whole, lb.	0 18	0 20

Above prices subject to daily fluctuations of the market.

Hams Easier in Some Quarters

Toronto.

PROVISIONS.—Hams are slightly lower in some quarters this week. Business in all lines seems a little brisker the past few days and outlook is considered very fair. Bacon or backs show little change.

Hams—		
Medium	$0 31	$0 33
Large, per lb.	0 29	0 31
Backs—		
Skinned, rib in	0 45	0 46
Boneless, per lb.	0 48	0 49
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 46
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 35
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.	....	0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	50 00	54 00
Pickled rolls, bbl., 200 lbs.	48 00	52 00

Above prices subject to daily fluctuations of the market.

Shortening in Unchanged Position

Toronto.

SHORTENING.—New developments are lacking. Business is only fair but prices are holding steadily. Quotations named to the trade, tierce basis, per pound are: Easifirst, 26¼c; Domestic, 26c; Peerless, 25½c; Cotasuet, 25½c to 25¾c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb. $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Demand Better For Margarine

Toronto.

MARGARINE.—The demand continues to show improvement, and whereas the actual sales are not heavy there is a very satisfactory business being done. Prices have held without change during the week at figures shown below.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Shows Firmer Tone

Toronto.

BUTTER.—The removal of the restrictions on the profits and the permission given by the Government allowing dealers to go after export business themselves has had a tendency to firm up the market slightly. This has not resulted in any actual price change, but the feeling is steadier and firmer than that prevailing a week ago. Quotations are without change at the following figures:

Butter—		
Creamery prints (storage)	$0 52	$0 53
Creamery solids (storage)	0 51	0 52
Creamery prints (fresh made)	....	0 54
Creamery solids (fresh made)	....	0 52
Dairy prints, fresh separator, lb	0 46	0 48
Dairy prints, No. 1, lb.	0 44	0 46

Lower Prices Named on Eggs

Toronto.

EGGS.—A further lowering of prices has gone into effect this week on eggs. New laids are coming along quite plentifully now and this is the main contributing factor in bringing about the present low prices. Storage stocks are pretty well cleaned up and are being offered at lower prices also. Figures prevailing to-day are as follows:

Eggs—		
New-laids, in cartons, doz.	....	$0 54
New-laids, doz.	0 50	0 52
Storage, No. 1, doz.	....	0 48
Splits and No. 2, doz.	0 45	0 47

Cheese Market Holding Firm

Toronto.

CHEESE.—The market is very firm and business being done represents a very fair total. Stocks are small and there is no indication that they will be any too heavy to carry the trade through until new cheese is available again.

Cheese—		
New, large	$0 28¾	$0 29
Stilton (new)	0 30½	0 31

Twins, ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Fowl Advance About 2c lb.

Toronto.

POULTRY.—The prices being paid for fowl this week show an advance of about 2 cents per pound. The arrival of both live and fresh killed stock is comparatively small and this has been a factor to influence prices upwards. However, dealers are working on frozen stock at the present time, and supplies of this are ample to meet requirements of the trade.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$....-$0 32	$....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 20	....- 0 25
Fowl, 4 to 5 lbs., lb.	0 25- 0 27	0 28- 0 30
Fowl, over 5 lbs., lb.	....- 0 30	....- 0 30
Fowl, under 4 lbs., lb.	0 23- 0 25	0 23- 0 25
Chickens, under 5 lbs., lb.	....- 0 23	....- 0 28
Chickens, over 5 lbs., lb.	0 25- 0 27	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

	Dressed
Hens, light	$0 30 $0 32
Do., heavy	0 32 0 34
Chickens, spring	0 33 0 38
Ducks	0 35 0 40
Turkeys	0 45 0 46
Geese	0 25 0 28

Lower Prices Named on Herring

Toronto.

FISH.—There seems to be a tendency on the part of many to get prices down to a lower basis, and this is shown in the figures which are being offered on some lines this week. Fresh frozen sea herrings are down one cent per pound, and Lake Superior herring are down half a cent. Business shows some improvement over the past two or three weeks, and dealers are very glad to note this change. The range of quotations to-day follows:

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	....	0 08
Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	0 16	0 17
Digby Chicks, bdle.	1 85	1 90
Boneless Digbys, box	....	2 50
Haddies, chicken	0 08½	0 09
Do., fillets, lb.	....	0 16
Do., Finnan, lb.	0 12	0 14
Herring, Kippered, box	1 50	2 75
Shrimps, can	....	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 10	0 10½
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 06	0 07
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 07½	0 08
Do., small, case, 200 lbs., lb.	....	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	....	0 08
Do., No. 1, lb.	....	0 12
Do., Extra, lb.	....	0 25
Tomcods, lb.	....	0 07
FROZEN LAKE FISH		
Herrings, Lake Superior	0 04	0 05
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 10	0 10½
Whitefish, lb.	0 14	0 15
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Herring, Labrador, bbl.	....	13 75
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 00	7 25
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tablets, cs.	4 10	4 20
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	....	13 50
OYSTERS, No. 3 size package (2½ gallons)	....	9 50
Do., No. 5 size package (4 1-6 gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	18 00

WINNIPEG MARKETS

Hog Market Strong; Demand Brisk

Winnipeg.

PROVISIONS.—The hog market has shown greater strength during the past week owing to a heavier demand, and a price of 17c is ruling for hogs.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Compound—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	....	....
Manitoba, large fresh	....	....

Butter Market Dull; Declines Expected

Winnipeg.

BUTTER.—This market is very slow with a weak undertone. Should an export demand for butter arise, the market will become firmer, but if not the market is expected to decline further. Butter prices now ruling range from 45 to 46c per pound.

Butter—		
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2	....	0 43½
Margarine	0 31	0 32

U.S. Eggs Arrive; Market Weaker

Winnipeg.

EGGS.—With receipts of eggs from the United States getting heavier, the market is dropping rapidly. United States eggs are being sold to the trade at 47c and 48c a dozen. This is a drop from 60c a dozen within the past ten days on this market.

Eggs—		
New-laid, doz.	0 47	0 48

Fish Demand Good; Prices May Advance

Winnipeg.

FISH.—The continuance of cold weather in the West has maintained activity on the fish markets, and while prices this week are still steady, some advances are looked for on some lines within about two weeks. Trout has advanced this week to 18c per pound. The market is firm at following quotations:

LAKE FISH		
Whitefish (cleaned), lb.	....	0 13½
Whitefish (frozen), lb.	....	0 12½
Pickerel, lb.	....	0 12½
Pickerel Fillet, lb.	....	0 35
Frozen Trout, lb.	....	0 18
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Frozen Goldeye, lb.	....	0 07½
Speckled Trout, lb.	....	0 35
SEAFISH		
Frozen Halibut, lb.	....	0 22
Fresh Halibut, lb.	....	0 23
Frozen Salmon, lb.	....	0 23
Frozen Mackerel, lb.	....	0 18
Red Carp, lb.	....	0 09½
Sable Fish, lb.	....	0 12
Haddock, lb.	....	0 10
Soles, lb. (50-100)	....	0 08
Soles (less)	....	0 08½
Plaice, lb.	....	0 08
Skate, lb.	....	0 08
Smelt, lb.	....	0 18
White Salmon, lb.	....	0 16
SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.	....	0 16
Finnan Haddie (15-lb. boxes, lb.	....	0 16½
Smoked Goldeye, lb.	....	0 17
Smoked Codfish, lb.	....	0 20
Smoked Fillet (15-lb. boxes), lb.	....	0 22
Bloaters (25-lb. boxes), case	....	2 85

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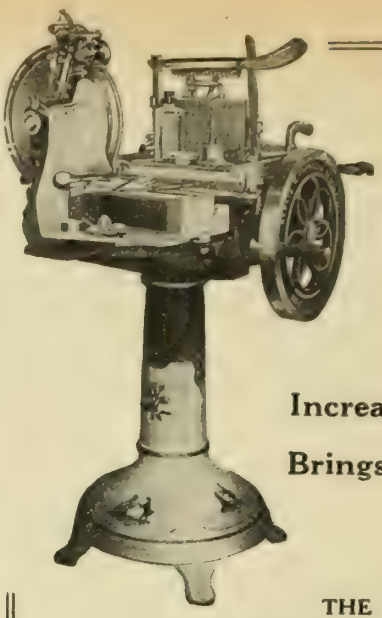

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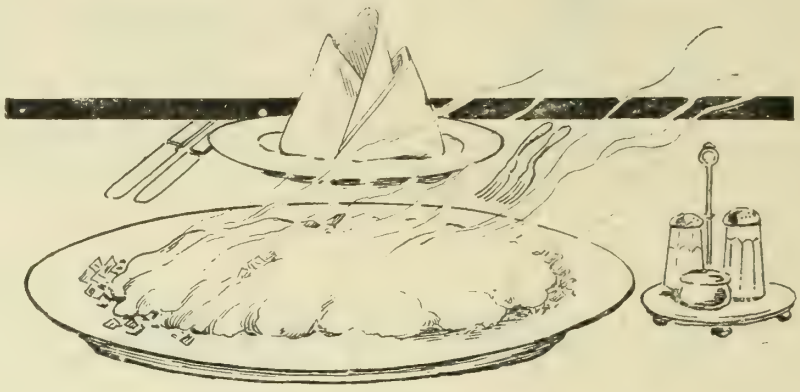

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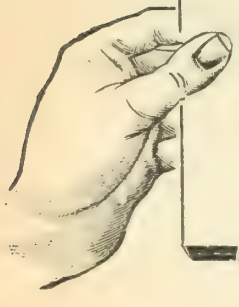

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300 Montreal Trust Bldg.
WINNIPEG, MAN.
CORRESPONDENCE SOLICITED

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

Trackage
Storage
Distribution

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

EL ROI-TAN PERFECT CIGAR

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

MacLean Publishing Co., Ltd.
Technical Book Dept.
143-153 University Ave. - Toronto

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. F. ELLIOT
Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)
THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING OF CANADA (Est. 1910)
CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of CANADIAN GROCER.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them. Address us at London or Toronto.

MacLean Publishing Company, Limited

University Avenue Toronto, Caanda

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

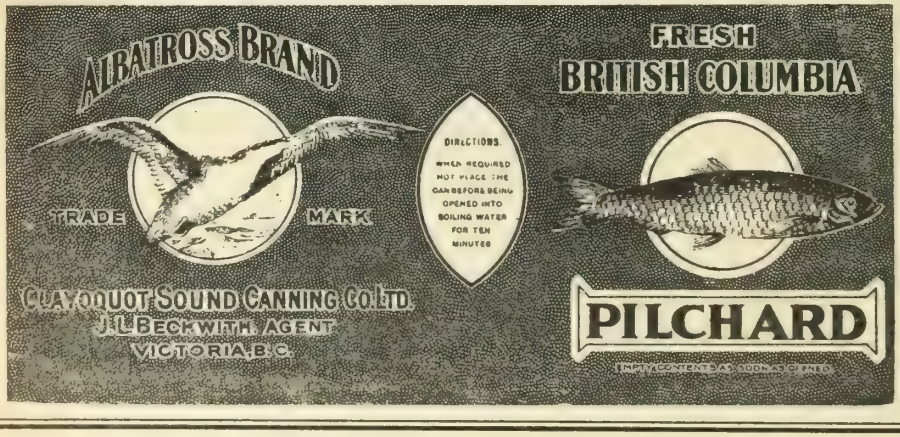
The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find **Albatross Brand Pilchards** a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's **KIPPERED HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236 7 8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker. Flour, Feed, Provisions
84 St. Peter Street, Quebec
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

EGGS
can be preserved at a cost of
2c. Per Doz.
with Flemming Egg Preserver

Simple to use. A child can apply it. Just rub it on. Eggs can be left in temperature of 70°

Guaranteed to keep Eggs Fresh for nine months or more. A 60c. Box will do 30 doz. Eggs.

Get it from your jobber, or direct from
FLEMMING EGG PRESERVER COMPANY
166 Craig St. W. MONTREAL

ATLANTIC MILLING CO., Limited
PICTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.
Mdse. Brokers, Man'f's Agents
Liberal Advances Made on Consignments
18 Germain St., St. John, N.B.

Our
Want Column
Will Help You

Mention this Paper When Writing to Advertisers

J.W.BERRY, Tea Importer

Import orders executed for Ceylon and Indian Tea for 25 cases and over to any amount. No need for you to issue letter of credit. Will guarantee that bulk is equal to sample. J. W. Berry is alert and watchful as to the pulse of Ceylon and Indian markets (being in constant cable communication) and will give instant and correct telegraph information of conditions on enquiry.

J. W. Berry does not concern himself with common wishy-washy tea; only imports good liquoring tea—tea that will give best results as to liquor after fresh boiling water application. J. W. Berry has had a long, active and intelligent service in the tea trade, and will be happy to place his knowledge and services at your disposal if you so wish. A large stock of tea held in Vancouver, samples will be sent on application.

Bankers: Bank of Nova Scotia. Office: 33 Bank of Hamilton Bldg. Warehouse: 349 Railway St., Vancouver, B.C.

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

Canada Food Board License No. 4-517

Have Her Try B. B. Brand Rye Flour

She'll have an entirely new idea of how good Rye Flour can be once she tries B. B. Brand. B.B. quality has placed Rye Flour in the staple foods class.
Rye Flour has a delicious flavor, and is more nutritious than the average wheat flour.

B. B. RYE FLOUR MILLS LTD., WINNIPEG
License Nos: 4-295, 4-075

Estd. 1905 *Estd. 1905*

R. G. Bedlington & Co., Ltd., Vancouver

are a firm of aggressive brokers that can give manufacturers satisfactory service. Drop a card for particulars.
IMPORTERS EXPORTERS

We are Importers of

Oriental Lines

—Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Gingers, Hen Egg Albumen, Dry Hen Egg Yolk, etc., which are handled throughout Canada by the following brokers:

Tees & Persse Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse, of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto; E. T. Sturdee, St. John, N.B.; J. W. Gorham, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Limited

Importers and Exporters

VANCOUVER

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the WATFORD MFG., Co., Ltd. Delectaland, Watford, England.

Freemans FOOD PRODUCTS Watford

Wantmore PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a *"Want Ad"* in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto

Buy Well Advertised Goods

THE merchant who invests his money in a big stock naturally looks for a ready return of his cash with a fair profit on his investment. To do this he must get the goods that sell well—Brands that are renowned for their high quality—Brands that are consistently advertised.

Kellogg's

TOASTED

CORN FLAKES

move quickly. They are well advertised—the market is already created for him—he will not have to sell them off cheap to get rid of them.

Too much risk is involved in the purchase of cheap, slow-selling brands, therefore send your order in early, we can supply all your needs promptly.
Get only those packed in the RED, WHITE and GREEN PACKAGE.

Only Made in Canada by

The Battle Creek Toasted Corn Flake Co., Limited

Head Office and Plant:

LONDON - - ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Ask us for

Wrapping Papers and Twines

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

Let Marsh's Prove Itself

Get a trial supply of Marsh's and convince yourself that it is a real good selling line. line.

Recommend it to your particular trade.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

SELL
THRIFT STAMPS

THE dealer who encourages his customers to take their change in Thrift Stamps is giving valuable aid to the work of Reconstruction. He is helping to foster Prosperity by making small savings assist in financing Governmental expenditures.

Then, while he is doing that much for the country, let him do something for himself—

Buy
War-Saving's Stamps

If any advertisement interests you, tear it out now and place with letters to be answered.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc

FIGURING THE SELLING PRICE

Enclosed find data on side of lamb. Is this a correct average as regards selling price where a cost of doing business is 22 per cent.—if not, show corrections? Also amount of loss at these prices, re 18c and 22c; also am I right in figuring percentage this way. If not, correct and oblige.

Side of lamb weighs 21 lbs. at 25c per lb. Sold at following:—

Leg, 6½ lbs., at 38c lb.....	$2.47
Loin, 5 lbs., at 40c. lb.	2.06
Flank, 2 lbs., at 18c lb.....	.36
Front quar., 7½ lbs., at 22c lb.	1.65
Total, 21 lbs.	$6.48

Cost, $5.25; sold at $6.48; profit, $1.23.
Subscriber, Montreal.

Answer. On a basis of profit of $1.23 on a buying price of $5.25 you are making a small fraction under 19% on the transaction, that is, you are actually selling at 3% net loss. To cover your actual costs the side of lamb would have to sell at $6.73.

We are not just sure how you reached your figures, but it is quite evident that at the selling prices suggested you are actually losing money. It appears that you are figuring your selling prices as a percentage on cost, which is apt to lead to difficulties. For instance, you will have to make 35% on buying price in order to show profit on the selling price of 26%, or a net profit of 4%.

As for the 18c and 22c price we cannot say whether they are too low or not, but the price must be well up somewhere in order to make a living profit. The merchant will probably be able to say best which cuts could stand the increase most easily. We cannot criticize the method of arriving at the figures quoted because we are not entirely sure how or why that method was adopted.

There is a simple method that approximates very closely the correct results. It is as follows:

Subtract from the unit 100, which represents the cost, the percentage to be used: Thus, if 25% is desired subtract 25 from 100, leaving 75. Using 75 as a divisor divide the cost, which we shall assume is $1.50, by 75, carrying the same to two decimals, will show $2, which will be the selling price. The difference between cost and selling price thus obtained is 50c, or 25% on the selling price.

Adopting the method, 22% substracted from 100 leaves 78, which divided into $5.25 and extended to two decimals places gives a selling price of $6.73, which represents 22% on the selling price. By adopting the simple method and adding to the 22% the amount of net profit desired, it can readily be figured what price must be placed on the goods to arrive at this profit.

A large Toronto firm with a number of branches throughout the city would apportion the prices as follows:

Front quarters, 25c per pound.
Hind quarter, loin and leg, 40c per pound.
Flank, 20c per pound.

This, you will see, would bring $6.97 as a total selling price and show a clear net profit of about 5%.

LUMBERMAN'S MAGAZINE

Would you kindly advise us where I could procure a good lumberman's magazine. If you have some please forward us a copy. Leavitt & Chadsey, Ayer's Cliff, Que.

Answer.—The MacLean Publishing Co does not publish a lumberman's magazine. You will probably find "The Canadian Lumberman," published by the Hugh C MacLean Company, Toronto, to be what you want.

EXTRACT SALES IN ONTARIO.

Are we still required to keep a record of extract sales? J. A. Stewart, Exeter.

Answer.—Yes.

NAME OF ACCOUNT COLLECTOR

Please give me the name of the nearest account collector. H. J. Varn, Fraserville, Que.

Answer. The Nagel Mercantile Agency, Westmount (Montreal), Que.

PRINTING OUTFITS

Where could we get a printing outfit for printing circulars, letters, etc.? Also a register for taking orders at counters or to replace counter check books.—The Chaudiere Mills Store, Ltd., Breakeyville, Que.

Answer.—Apply Toronto Type Foundry Co., Montreal; Manton Bros., 105 Elizabeth St., Toronto; Golding Manufacturing Co., Franklin, Mass.

HANDLING VINEGAR IN BARRELS

Please inform us on the best means of handling vinegar in barrels. We have trouble in taps leaking and would like to know the best system of handling vinegar and molasses in barrels.—Hennessy & Racicot, Copper Cliff, Ont.

There is now available a wooden pump which is inserted in one end of the vinegar barrel. This reaches to the bottom of the barrel and the outlet is high enough so that a measure can be placed under same. We have had two or three mention this method of handling vinegar as a decided improvement over the "tap" system. Some vinegar manufacturers, we believe, now place the bung in the end of the barrel and just the correct size to take in the pump. The cost of the pump at Toronto is $1.25 and it can be procured from Wilson, Lytle, Badgerow Co., Ltd., 112 Duke St., Toronto.

In the meantime, if tap is still leaking, it might be well to remove same from barrel and put in boiling water for a few minutes which would result in its swelling somewhat and probably prevent further leakage. Most of these taps have a cork lining and do not withstand constant use. The life of them may extend to run off a couple of barrels of vinegar—an average of six months.

HOTEL FURNITURE

Kindly send me names of manufacturers or wholesale dealers of furniture and bedding. I wish to procure a quantity of hotel furniture and a number of white enamel beds. John Rowlandson, Porquis Jct., New Ontario.

Answer. Bedding, Alaska Feather & Down Co., Montreal; Canadian Feather & Mattress Co., Toronto; Standard Bedding Co., Toronto; Rideau Manufacturing Co., Ottawa; Harvey Quilting Co., Toronto.

TO SETTLE A BET

I have something I want you to decide. On Jan. 18th a car of hogs was loaded 10 miles from here and price had dropped. Now one man bet the cigars that 16¼ would be the top price for hogs and one bet they would get more, and the cattle buyers, Jack Whitmarsh and Fred Atcheson, were to decide when they came back from Montreal, but it turned out they went to Toronto market. Now I want you to find out how much these men got and just say which one won the cigars at Toronto market.—Singleton, Ont.

Answer.—Quotation on live hogs, fed and watered, Jan. 17th, was $16.50 and $17. It is probable that hogs referred to, however, would have been delivered on Monday following or Jan. 20. On this date live hogs, fed and watered, Toronto, sold at $16, except on contracts let the previous week, which may have been sold at $16.50 to $17. The man who bet $16.25 as the top figure evidently wins the cigars.

NO NEED FOR LICENSE NUMBERS

Would you advise having license number printed on your stationery at this stage of the game?—A. J. Burns, Bridgetown, N.S.

Answer.—No. The licensing system is over; no further need to display license numbers anywhere.

CANADIAN GROCER,
143-153 University Avenue,
Toronto

For Subscribers

INFORMATION WANTED

Date..... 191..

Please give me information on the following: .....Name .....

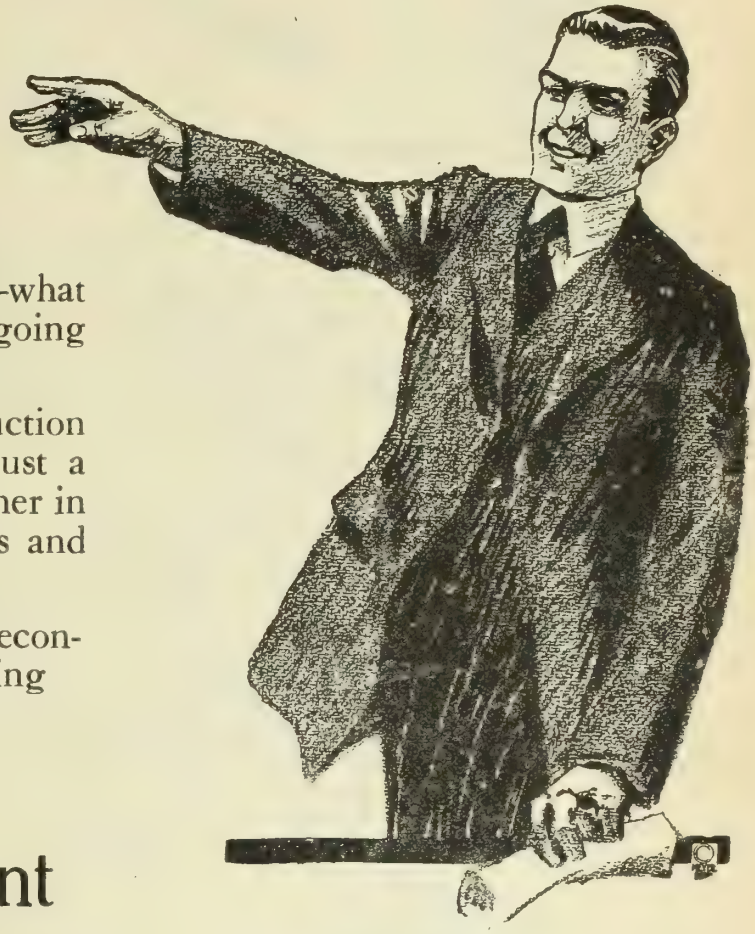
Address .....

.....

.....

.....

Sir—this is an appeal to *You!*

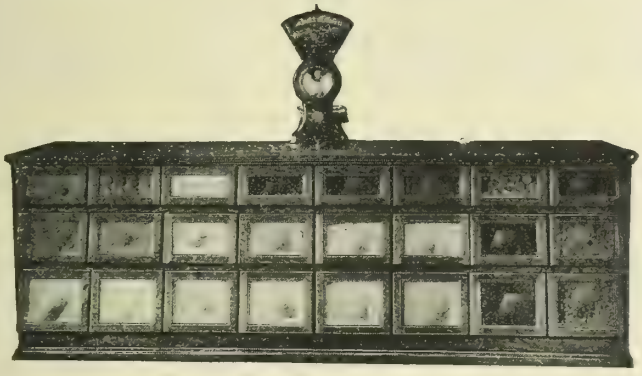


Getting right down to brass tacks—what kind of store equipment are you going to use during 1919?

This will be a year of reconstruction and readjustment. But isn't it just a little bit incongruous to talk of either in a store outfitted with the counters and shelves of 50 years ago?

Why not start a little business reconstruction on your own by installing

Walker Bin Store Equipment



No. 3 Universal Counter

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock. Three different-sized bins in rear.

Then you'll be heading straight on the trail towards bigger turnover and bigger profits.

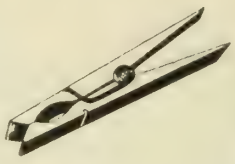
Let us tell you all about this proposition. Send us a plan of your store. Tell us your problems. You won't obligate yourself in the least and we think our proposition will interest you.

The Walker Bin and Store Fixture Co., Limited

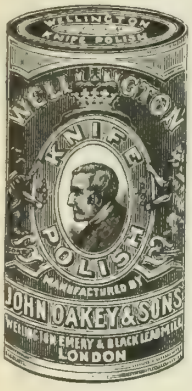
KITCHENER, ONTARIO

DOMINION SPRING CLOTHES PINS

For Sale by all Wholesale Grocers and Jobbers



The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

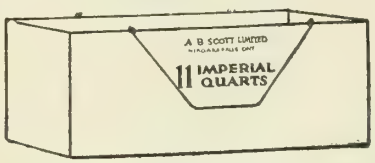
John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

AGENTS:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

BUY

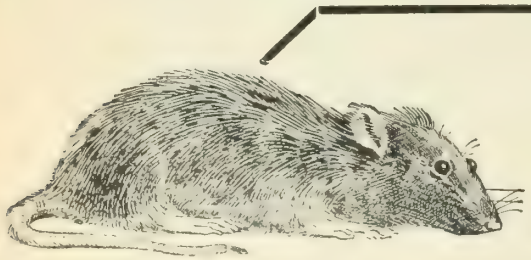
BUTTER BOXES, EGG CRATES and BASKETS

Your customers will buy them if you take the trouble to introduce them.



3-qt., $4.50; 6-qt., $6.50; 11-qt., $8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario



RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass. 2 doz. case.	Per doz.
Blackberry	$ 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts.. Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.90; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.40; 2s, $8.40.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton—$7.25; 2s, $14.50; square cans, $48.00.
Roast Mutton—1s, $7.25; 2s, $14.50; 6s, $48.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
Stewed Ox Tail—1s, $2.40; 2s, $4.40.
Stewed Kidney—1s, $4.40; 2s, $8.40.
Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat—1s, $3.90; 2s, $7.80.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.90.
Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $9.90; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.40; 2s, $8.40.
Boneless Chicken—½s, $5.90; 1s, $9.00.
Boneless Turkey—½s, $5.90; 1s, $9.00.
Ox Tongue—½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45.
Lunch Tongue—½s, $3.90; 1s, $6.90.
Beef Suet—1s, $6.40; 2s, $12.40.
Mince Meat (Tins)—1s, $2.90; 2s $4.00; 5s, $12.90.
Mince Meat (Bulk)—5s, 19c; 10s, 18c; 25s, 17c; 50s, 16c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.

When Your Customers ask for Vanilla

tell them of the rare and wonderful flavor which nature puts into just one vanilla bean — that grown in the mountain valleys of Mexico. Then show them the product of that bean—

Shirriff's True Vanilla

Impress the remarkable fact that one year is spent in extracting this exceptional vanilla from the vanilla bean. Point out that it is 50% stronger than Government requirements, therefore much less is needed for flavoring. These convincing facts will sell your goods and pay you good profits.

Imperial Extract Company - Toronto

Agents for Canada: H. F. RITCHIE & CO. Limited, Toronto, Ont.

An additional reason

why you should always keep Malcolm Milk Products on display is that they are strictly Canadian-made.

From the quality point of view they are the equal of any imported milk products.

Malcolm Milk Products are always good and always satisfy.

Freight prepaid up to 50c per 100 lbs. in Ontario, Quebec and the Maritimes; 5-case lots or more delivered to any point in these sections.

The Malcolm Condensing Co., Limited

St. George, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

Original Package in Red, White and Blue

"My Right Hand in the Home" — the Aluminum Cleanser.

No labor lost in using American Steel Wool! Use a soft wad of these steel shavings, to clean aluminum, Pyrex, copper, enamel and other cooking utensils, windows, glassware, marble ornaments, etc. No gloves are necessary. **Six grades and each the best for a special use:**

The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**

You will make a profitable investment when you stock this line.

Have your jobber supply your requirements.

W. J CHAMBERS & Co.
Sole Agents, 43 Scott St., Toronto

Auld Bros., Limited

WHOLESALE GROCERS

Butter, Eggs and Poultry

One of the Island's Largest Receivers and Distributors

Correspondence Solicited

Charlottetown, P.E.I.

Chili Sauce (red and gold label) Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef ½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables, 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.40; 1s, $3.90
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40
Potted Meats (Assorted)—¼s, 85c.; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 1s, $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40;
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass) — ½s. $8.90.
Tomato Ketchup—8s, $2.20; 12s. $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce— ½s. $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter—¼s, $1.40; ½s. $1.90; 1s, $2.30; in pails, 5s. 29c 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb	5 80
D. S. F., 1-lb	10 40
F. D., ¼-lb.	
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	4 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches — Boxes	Cents
40 lbs. Canada Laundry	09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	09¾
200-lb. bbls., No. 1 white	09¾
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters	12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	12¾
100 lbs., kegs, Silver Gloss, large crystals	10¾
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 15 cartons, case	1 40

Culinary Starch

10 lbs., W. T. Benson & Co.'s Celebrated Prepared	11¼
40 lbs. Canada Pure or Challenge Corn	10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.20

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 38½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.30

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD
MAGOR, SON & CO., LTD

	Doz
Robinson's Patent Barley—	
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.8
Creams, Black and Tan	1.2
White Cleaner	1.2

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 16s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s. 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s. and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 9s, 2-lb. cartons	1 32
Master Workman, bars, 7s 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s. boxes, 5 lbs.	1 25

WM H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

STRAIGHT CAR CAULIFLOWER

California Standards

BOXED APPLES

HIGH-GRADE NAVELS

FLORIDA GRAPEFRUIT

CALIFORNIA LEMONS

SHELLED ALMONDS

PEANUTS, ETC.

Send in Your Order.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

Canadian Food Control Licenses No. 3-027 and 3-028

New Arrivals

California Pears

Winter Nelles
and
Easter Bueries

California Cauliflower

California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit

Stripes Brand

Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

ORANGES

Fancy California Navels—Finest Flavor, Juicy and Free from Frost

FLORIDA GRAPEFRUIT

Beautiful Color, Firm and Full of Juice

NORTH WESTERN APPLES

Extra Fancy Stock in Boxes.
Best Varieties. Desirable Sizes.

CALIFORNIA

Celery, Cauliflower, etc.
Domestic Vegetables
Potatoes, Cabbage, Onions, etc.

FISH

A Full Supply of Frozen, Salted and Smoked Fish.
Place Your Lenten Order Now.
Our Prices Are Right.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

A Wonderful Seller Is Wonderful Soap

SAFE because it's pure.

SURE because of its qualities.

SPEEDY because we've made it so.

The Canadian housewife looks for these qualities in modern soaps. Sell her Wonderful Soap, she'll be more than satisfied.

Wonderful Soap is made up in neat, red packages.

Guelph Soap Co.
Guelph, Ont.

If you are about to order your supplies of Laundry Blue, remember that

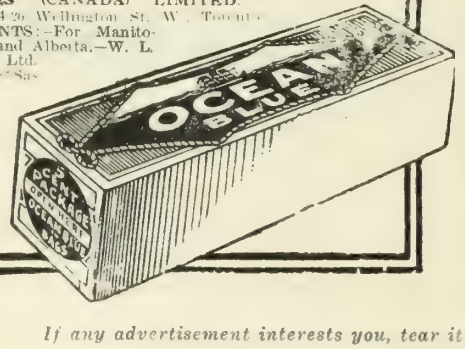
5 C.

OCEAN BLUE

packets will add to your reputation, as well as your profits. It is the Blue that helps most on washing days.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
Pue Gray Bldg., 24-26 Wellington St. W., Toronto.
WESTERN AGENTS:—For Manitoba Saskatchewan and Alberta,—W. L. Mackenzie & Co., Ltd. Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon,—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W. Vancouver, B.C.



JELL-O

Made in Canada

Assorted case, contains 4 doz	$5 10
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 29
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

6c. LINES

	Toronto Price Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in boxe, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 90
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 90

BORDEN MILK CO., LTD.,
CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

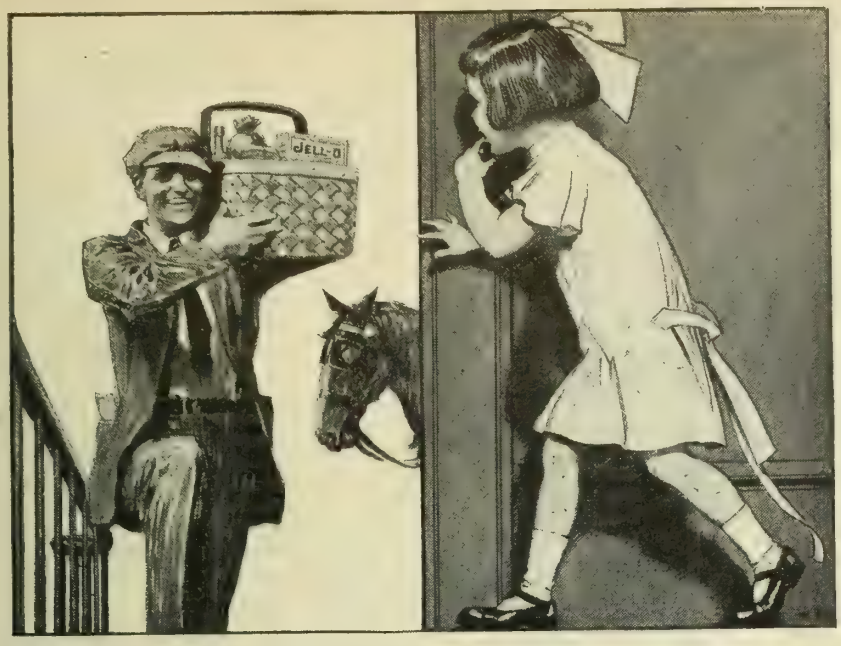
The Advertiser would like to know where you saw his advertisement---tell him.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

If any advertisement interests you, tear it out now and place with letters to be answered.



"Did You Bring the Jell-O?"

The "Delivery Man" finds that his visits are often awaited almost as eagerly as those of Santa Claus. And why not? Doesn't the "Delivery Man" bring more good things to the average home in the course of a year than Santa does?

When mamma is ordering something particularly good for dinner—Jell-O, for instance—don't you believe there are some anxious moments until the "Delivery Man" comes and empties his load in the kitchen?

Beautiful ten-color window display material of high quality will be sent to you, free of all expense to you, of course, if you can use it to advantage, and we believe you can.

THE GENESEE PURE FOOD COMPANY OF CANADA
LIMITED
BRIDGEBURG, ONTARIO
Made in Canada

Do you want help or have you something to sell, if so use the classified column in this paper.

The
Financial Post
THIS WEEK
ON
Produce Association Proceedings

THE produce business is coming back to its before-the-war basis. Proceedings at the Toronto Convention brings this out. THE POST report by J. L. Rutledge, editor "Canadian Grocer," begins:

"R. M. Ballantyne, in speaking to the Canadian Produce Association in Conference in Toronto on Wednesday, announced that most of the Food Board regulations governing the produce trade would be withdrawn within the course of the next few days. The orders specifically referred to are numbers 26 and 45."

A careful analysis of the effects of this upon the trade and upon businesses associated with it follows in THE POST. During the days of the war the problems of the produce industry have been carefully dealt with in THE POST, and reported on without prejudice, and always with the importance of the produce industry in view as part of the economic structure of the country. Similarly, and also by experts in daily touch with their subjects, other Canadian business affairs are reported upon in THE POST.

Note These Subjects:

Labor and Peace Conference Are Affecting Steel.
Regulation of Produce Trade is Nearing an End.
Seventy-five Per Cent. Basis Now Assured Mills.
Crerar Foresees Prosperity for Livestock Men.
Expenses Cut Into Profit of London Rails.
Asbestos Corporation at $1,253,813 Gains 123 Per Cent.
Hollinger Mines Have Built Up Strong Reserve.
United Company Plans to Purchase Railway Hotels.
Taking Steps to Provide Against Smooth Crooks.
British Banks Are Increasing Their Capital.
National Trust Company Shows New High Record.
The Tariff — R. MacKenzie Replies for Farmers to Manufacturers.
Business in Bond Market is Favorable.
Northern Life Passes Through a Trying Year.
New Municipal Act Before B. C. Legislature.
Saskatoon Has Raised Its Rate on Improvements.
Building During January Proved Disappointing.
Provincial Paper Mills Profits Less.
Employers Try to Maintain Wage Standards.
London Life Has $60,000,000 on its Books.
Great West Life Wrote Thirty Millions.
Government Paid Damage of Explosion.
Declining Days of Canada's Food Board Regime.

Fill in this Form and keep in Touch with Canadian Affairs.

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, $3.00 per year, on receipt of bill or you may draw on me for this.

Name .....

Address .....

.....

C.G.

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

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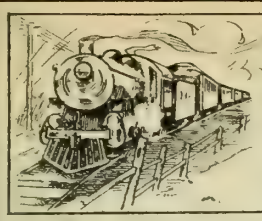
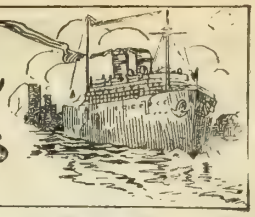


BUYERS' MARKET GUIDE
Latest Editorial Market News



Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Potter Co., Limited
Dom n Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

All these ads will have position on a live page each week containing reading matter.

CEREALS SAG

Lower prices have been named this week on cornmeal, the decline ranging from 50c to 75c per bag. Pearl hominy and hominy grits are also easier, and a recession in prices on corn flour, barley flour and oat flour has been noted. Linseed meal is down 50c to $8 per 98-lb. bag.

* * *

It is reported that export business on canned goods for the month of January amounted to 218 cars, and that there is still business in sight for February. Peas, tomatoes, and 4-lb jam were the big items, with tomatoes representing the largest individual item. Canned salmon in fairly substantial quantities has also been shipped out. This business should serve to clean up stocks and steady the market materially.

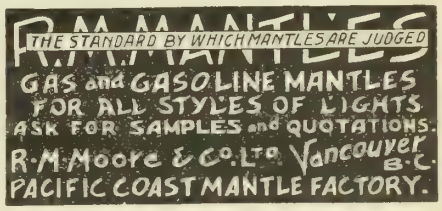
MINCEMEAT
Write, wire or telephone for quotations for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

Ship us your
BUTTER, EGGS, POULTRY Etc.
We pay highest wholesale prices
KAVANAUGH PROVISION CO.
Bleury Street, Montreal
Phone Main 4620, Main 4721, After 7 p.m. Main 1980

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED FOR GENERAL STORE IN SASkatchewan, an experienced grocery clerk. Must be a man with a smile, who can produce results. Good salary if you are the right party. Apply Box 49, Canadian Grocer, Toronto, Ont.

A LARGE PACKING HOUSE REQUIRES THE services of a real, live progressive salesman 23 to 28 years old for country territories. Good opportunity for one who has initiative and selling ability. Reply in own handwriting, stating age, experience, salary expected and personal description. Box 500, Canadian Grocer.

SITUATIONS WANTED

GROCERY CLERK OPEN FOR POSITION, 16 years' experience. Live salesman, experienced buyer. References. Box 504, Canadian Grocer, Toronto, Ont.

WANTED BY AN EXPERIENCED GROCERY salesman, position in store (capable of taking full charge is desired), town or country. Regina or Moose Jaw district preferred. Robert Jones, Swift Current. Highest references.

FOR SALE

FOR SALE—MEAT AND GROCERY BUSINESS. Annual turnover $22,000. Stock $2,000. Net profits $2,600. Clear title. Owner giving up business. Apply Box 488, Canadian Grocer, Toronto, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock $9,000.00, but will be reduced to suit purchaser. Turnover $28,000.00. $2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MR. CLERK, HAVE YOU EVER THOUGHT you would like to be able to print up-to-date show cards? Our system by correspondence is thorough and complete, and it takes only a short time to complete the course. Free outfit and easy terms. Write the Art Card Writing Studio, 1766 Hamilton St., Regina, Sask.

WHITE COTTON
SUGAR LINERS
E·PULLAN
TORONTO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

FOR SALE

FOR SALE—A USED BOWSER OIL PUMP for kerosene, self-measuring. One used galvanized oil tank, ninety gallons. J. H. Edwards Carleton Place. Ont.

AGENCIES WANTED

TWO LIVE SALESMEN WITH GOOD CONnections among Grocers, Bakers, and Butchers, are desirous of going into the commission business in British Columbia and are open for good Agencies in that Territory. Apply Box 502, Canadian Grocer, Toronto, Ont.

MERCHANTS' STATIONERY

150 EACH — LETTERHEADS, ENVELOPES. Statements and Shipping Tags—postpaid anywhere in Ontario, $5.00. Other provinces, $5.25. The Farmer's Printery, Beaverton, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax. N.S.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

EXERIENCED LADY DESIRES POSITION IN Village General Store. Apply Box 508, Canadian Grocer, Toronto, Ont.

UP-TO-DATE GROCERY BUSINESS, CORNER Nile and Brunswick Sts. Splendid locality, close to Romea Ward School. Large store and dwelling, two stories high, brick. Price on application. Can reduce stock if required. Good reason for selling. Albert W. Lloyd, 84 Nile Street, Stratford, Ont. Phone 222w

WANTED — 200-ACCOUNT McCASKEY ACcount register, second-hand; wanted second-hand Cash Register, counter size. L. Elsley, R.R. No. 1, Campbellville, Ont.

WANTED—MAN WITH GOOD KNOWLEDGE of groceries to canvass country for orders and assist in store rush days. State age, past employment fully, nationality, church connection, whether married or single and salary expected. Auto and out of town expenses furnished. Must be total abstainer from liquor and tobacco. Box 506, Canadian Grocer, Toronto, Ont.

JEWEL WASTE PAPER BALER, FIRST-CLASS condition. Ten dollars. Trout Creek Store Co., Ltd., Trout Creek, Ont.

"A Treat to Bake with"

"It's a *pleasure* to feature a product like Davies Pure Lard"

SO say dealers who have been handling this popular line for many years. It sells on *merit*—and it brings repeat sales because it gives satisfaction.

Davies Pure Lard is nothing but extra-fine purified pork fat, perfectly processed and rendered. Nothing added. Every undesirable characteristic taken away.

Result—a pure, white, smooth lard of even consistency—a lard which good cooks everywhere are using because of its uniform quality.

Let Davies Pure Lard build up your trade—just as it is doing for other dealers. It will please *your* customers, too. Let us include a supply in your next shipment.

For Family Trade Davies Pure Lard is put up in 1-lb. Cartons; also in 3-lb., 5-lb., 10-lb. Blue-and-Gold Tin Pails.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal **Hamilton**

Canada Food Board Packer's License No. 13-50

It will put Money into Your Pocket

THERE is a new magazine in Canada—a little magazine full of big ideas, made especially for the grocer and his employees.

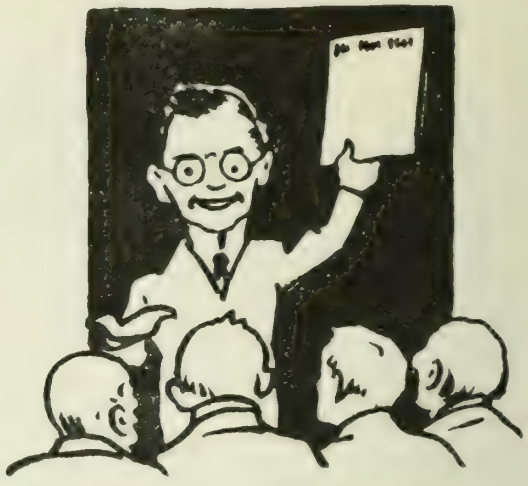
Of course there are already excellent grocery magazines in the Dominion. This advertisement appears in one of them. The existing magazines are magazines devoted to *merchandise* while our magazine is devoted to *merchandising* which is the art of getting rid of merchandise.

Every Line of it is of interest to the Grocer

Every word in this new magazine is of interest to the retailer of food products. It is filled from cover to cover with modern ideas about the grocery business, written by men who have "been through the mill." Some of the best-known writers on commercial subjects contribute regularly to its pages.

We publish this little magazine every month at our general offices but it isn't simply a sugar magazine—it is a food magazine, a merchandising magazine, a magazine of inspiration for larger and better business.

Each number contains 20 pages and has a cheerful colored cover that will tempt you to look inside, though an unopened mail full of checks is waiting at your elbow. We purposely made this magazine the right size to slip into your pocket, so that if you haven't time to read it at the store you may conveniently slip it in your pocket and take it home. The name of this magazine is "THE RED BALL." We named it after our LANTIC SUGAR trade-mark because there is so little advertising in it we were afraid you would forget the publishers.



A Genuine School of Modern Business

It fits easily into your pocket

If you are a wholesale or retail grocer and you are not already receiving your copy of THE RED BALL, send us your name and address on your letter or bill head.

Atlantic Sugar Refineries, Ltd.

805 McGill Bldg.

MONTREAL

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, FEBRUARY 28, 1919 No. 9

Welch's

"THE NATIONAL DRINK"

Welch's Grapelade

"The National Spread"

Two pure grape products of highest worth.

Two staple selling articles for the grocery trade.

Welch's, The National Drink, is celebrating its Fiftieth Anniversary this year with greater popularity than ever before.

Welch's Grapelade is in its second season, with constant increasing consumer demand and assured sales. People are learning that Grapelade is really a discovery—something different in a pure fruit jam—the absence of seeds, skins and acid crystals is a surprise and the Welch flavor a delight.

Both are made in the modern Welch plant at St. Catharines and are sold by leading grocers.

Canada Food Board { Canners No. 14-272 / Bottlers No. 15-164

The Welch Co., Limited, St. Catharines, Ontario

QUALITY & STYLE

CANADA'S QUALITY GUM
In the DISTINCTIVE CYLINDER SHAPE

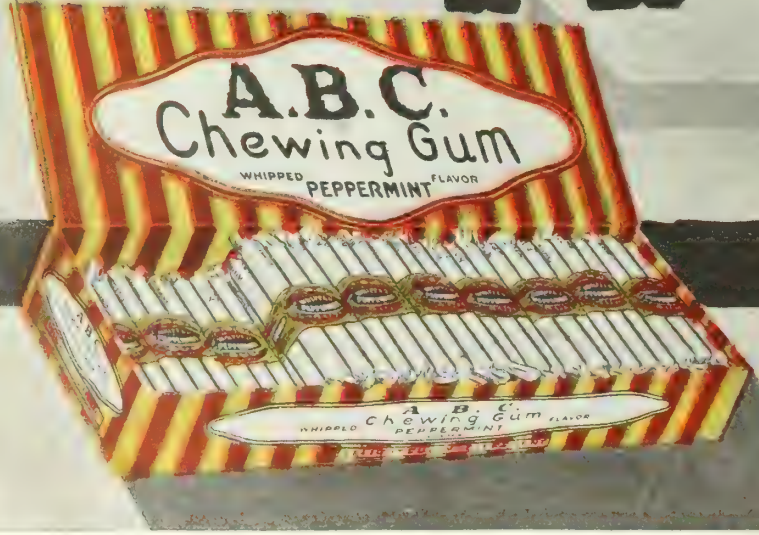
Buy It by Its Shape—

It will Sell on its Novelty and Repeat on its Quality!

The Novel A. B. C. counter box makes a striking display to gain first attention, the distinctive shape of A. B. C. impresses the customer's memory. But, chief of all, in assuring repeat sales, is Quality. A. B. C. is the smoothest gum made, because it is strained, then steel-rolled — and its flavor, appearance and delicate perfume invite discriminating trade.

America's Best Chew

A·B·C Chewing Gum



Made in Canada by the
Canadian Chicle Co. Limited
Peterboro, Ont.

Sales Agents
Harold F. Ritchie & Co. Limited
10 McCaul St. Toronto

Borden's

MILK PRODUCTS LEAD IN QUALITY

Borden's

Borden's

Confidence

When you open up a case of Borden Milk Products you can be positive that every can therein is full of pure, wholesome Borden quality and that every can you sell is going to please the consumer and foster a still wider confidence in the quality of the merchandise you carry.

And back of every Borden display in your store is the powerful sales - creating force of steady consumer publicity.

Do you need fresh stocks?

Borden's

Borden's

Borden Milk Company, Limited

Montreal Vancouver

Maybe you are still unconvinced of the fact that your bottled goods would sell quickly if sealed with ANCHOR CAPS. Perhaps you are one of the few dealers who fancy certain labels are all sufficient to create bigger sales. But, the fact is daily becoming more apparent that bottled goods sealed with the absolute security of ANCHOR CAPS prove far better sellers than those whose closures leave doubt as to the well-preserved quality and flavor of the contents. Wide-awake grocers everywhere recognize that ANCHOR CAPS materially add to the selling value of bottled goods. Your jobber can supply you with ANCHOR CAPS on any line whatever. *Insist* on same with your next order, you will find it well worth while.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES

50 Dovercourt Road
TORONTO, ONTARIO

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

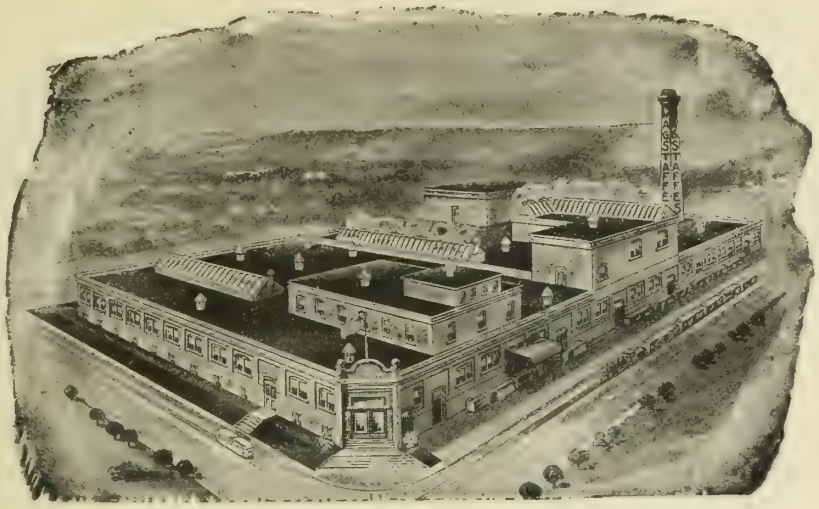
GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Canada Food Board License No. 14-12

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

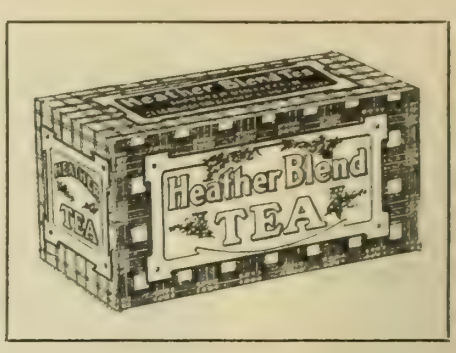
WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

This is the Tea
that we blend
and recommend

BLACKWOOD'S
Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada

Chamberlain's
Family Remedies

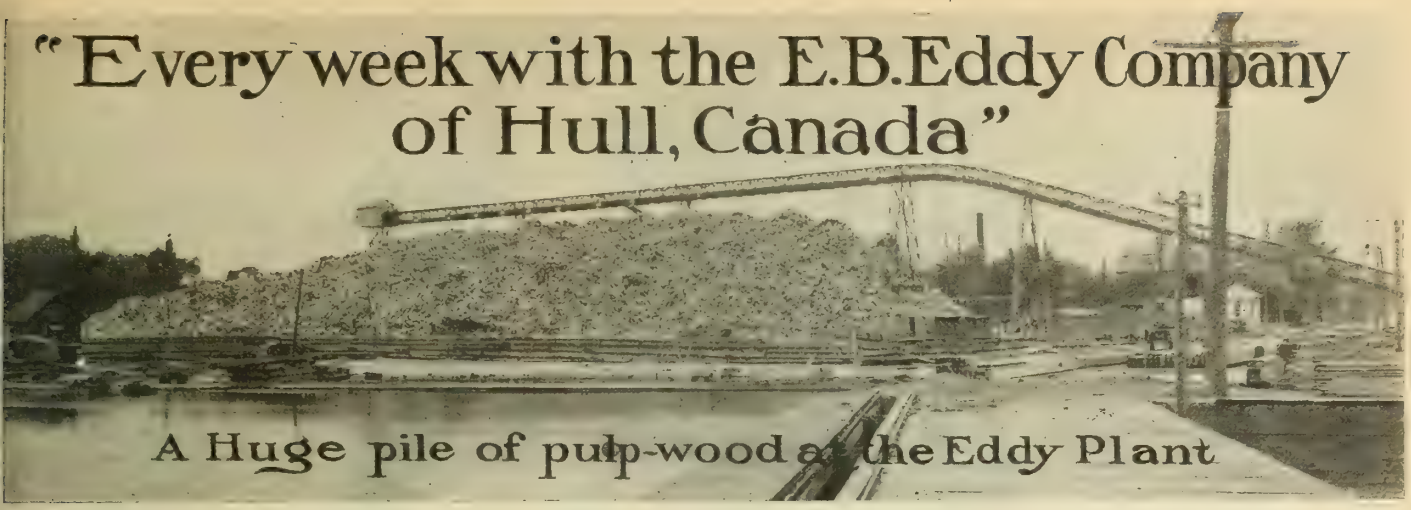
Worth Showing and Recommending

Get a share of the ever present demand for a good Family Medicine by stocking *Chamberlain's*—the Family Remedy par excellence.

Chamberlain's will win you prestige and profit. Order a trial supply.

Chamberlain Medicine Co., Limited
TORONTO, CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated February 28, 1919. **Being No. 23 in the Series**

The E. B. Eddy Co's. Modern Mill for Making Mechanical Pulp

ABOVE is a picture of the modern steel and concrete building within which the E. B. Eddy Company reduce raw logs of spruce and fragrant balsam to pure wood-pulp by the mechanical process. There are two processes for making wood-pulp; the mechanical process is the simpler. In a forthcoming article the more elaborate process also used by the Eddy Company will be described.

Within the building shown there are two main halls. In one—called the Motor Room—there are five 1,200 horse power motors making 240 revolutions per minute. They are each connected to three 3-pocket New England grinders—the formidable machines which in a minute or two can turn a solid log of wood into a gray liquid.

Before they enter the building by way of the long conveyor which you can see sloping up from the right hand side, the logs are cut in two-feet lengths. They come to a ruthless machine which strips the bark from them, and are then dropped into a flume by which they float softly along to the still more terribly ruthless grinders. Driven each by 400 horse power, the grinders in a few minutes reduce solid logs to a thin watery fluid, gray in color—mechanical pulp in fact, in its first stage—which can be strained and pumped through pipes to other parts of the plant.

Special Selling Points of Eddy's Famous "Silent 5" Matches

Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of Eddy Matches are produced will be described in forthcoming articles in this series.

Have you this favorite in your Marmalade Displays?

We are now filling orders as we receive them for the new season's pack of

"CURLING" BRAND SEVILLE ORANGE MARMALADE

If we have not yet filled yours send it along as early as possible and get this well-known label in front of your customers. They know "Curling" Brand to be a label of quality.

St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONTARIO

Distributors

Maclure & Langley, Limited

TORONTO MONTREAL WINNIPEG

Fancy Import Specialties

Fancy Florida Tomatoes
Florida Strawberries
Fresh Pineapples
California Cauliflower
California Celery
Boston Hothouse Cucumbers
Boston Head Lettuce
High-Grade Navels
Grapefruit, etc.

Send in Your Order.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028.

EUREKA

The Standard of Scientific Refrigeration

SIMPLE!
EFFICIENT!
SAVES ICE!

Eureka Principle Cold Dry Air Circulation

Patented 1886, 1900, 1910, 1914, 1917

Purchase **Now,** we do not want to disappoint you on delivery.

Write for our new Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

PANCAKE TIME NOW!

Tasty, wholesome, delicious pancakes! Was there ever a housewife that didn't delight in treating the family to these healthful, nutritious little cakes? The best pancakes are made with

WHITE SWAN PANCAKE FLOUR

Self-Rising

Ready for instant use, requiring only to be stirred up with water or milk to make the most delicious pancakes, muffins or gems.

Get stocked with White Swan Pancake Flour and recommend it.

WHITE SWAN SPICES & CEREALS, LTD.

TORONTO, CANADA

For Your Candy Counter

"Peerless," "Elgin" and "Nobility" Chocolates

We can make deliveries of all three and also give prompt deliveries on our extensive range of bulk lines.
Good Candy is an easy selling line for the Grocer. Try a small order of our popular lines and see what big business getters they are.

Nobility Chocolates, Limited

ST. THOMAS, ONT.

Maclure & Langley, Limited

Selling Agents:

Toronto Montreal Winnipeg

RICE FLOUR

Healthy and Nourishing

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

Wholesome and Nutritious

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.

CLARK'S PORK & BEANS

We are living in times, Mr. Grocer, when all your Customers appreciate the importance of ECONOMY.

Clark's Pork and Beans spell economy without sacrificing QUALITY.

The Best Materials Prepared by The best of Chefs with the most modern appliances

TO THE HOUSEWIFE

No Labor. No. Kitchen Heat. No Worry.

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

PURITY FLOUR

(Government Standard)

The old reliable brand that has given satisfaction for years, and that makes

"MORE SALES AND BETTER SALES"

as well as

"More bread and better bread, and better pastry"

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

It Keeps on Selling

The popularity of Marsh's never wanes. People who buy it once buy it regularly.

And there's a good profit in every sale.

Are you well supplied?

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME Limited, Montreal, Que.

She knows and has confidence in Cow Brand Baking Soda

The good results it always gives—the record of satisfaction back of it convinces her that Cow Brand Baking Soda offers her superior value.

Are you stocked?

Church & Dwight, Limited
MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD, LTD.
MANUFACTURERS' AGENTS
300 Montreal Trust Bldg.
WINNIPEG, MAN.
CORRESPONDENCE SOLICITED

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Williams Storage Co
WINNIPEG
Lessees
WINNIPEG WAREHOUSING CO.
288 Princess Street
Owners
C. S. TURNER CO.
147 Bannatyne Avenue
Prompt and Efficient SERVICE
Bonded or Free Storage
Track Facilities Steam Heatin
WAREHOUSING DISTRIBUTING
STORAGE

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

The McLay Brokerage Company
Wholesale Commission Merchants and Brokers
Manufacturers of foodstuffs who want distribution in Western Canada will secure excellent results by placing their products in our hands.
507 Confederation Life Building, WINNIPEG

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

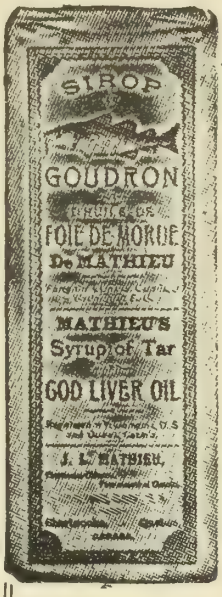
C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO



The Reliable Cold Chaser

There is always a big year-round demand for a dependable remedy for coughs and colds. The selling results of

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

prove it to be the public's favorite remedy and one in which they have complete confidence. Every dealer featuring this well known body builder knows what quick, profitable sales it produces.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE :: QUEBEC

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. F. ELLIOT
Importers & Manufacturers' Agents
(Cor. Leith and Hardisty Sts.)
FORT WILLIAM, ONT.
Established 1909.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager Western Canada
TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker, Flour, Feed, Provisions
84 Peter Street, Quebec
I am buyer of Peas, Beans and all kinds of Feeds and Grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS—BROKERS
CORN and CORN PRODUCTS—PEAS
Grain, Flour and Feed—Wholesale Only
Grocers Specialties
BOARD OF TRADE BLDG., MONTREAL

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

EGGS
can be preserved at a cost of
2c. Per Doz.
with Flemming Egg Preserver

Simple to use. A child can apply it. Just rub it on. Eggs can be left in temperature of 70°

Guaranteed to keep Eggs Fresh for nine months or more. A 60c. Box will do 30 doz. Eggs.

Get it from your jobber, or direct from
FLEMMING EGG PRESERVER COMPANY
166 Craig St. W. MONTREAL

ATLANTIC MILLING CO., Limited
PICTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.
Mdse. Brokers, Man'f's Agents
Liberal Advances Made on Consignments
18 Germain St., St. John, N.B.

Do You Need Anything?

If so, Turn to *Page 64* and Look it Over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER
143 University Ave. Toronto, Ont.

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

Have you read page 64? It will interest you.

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find **Albatross Brand Pilchards** a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's **KIPPERED HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper. Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats Sold by Your Jobber.

SNOW CAP
BRAND
PILCHARDS

are more delicious than SOCKEYE and are less than half the price!

For Salads and Sandwishes

They are More of a Dainty Than Tuna Fish

"Snow Cap"

is Hand Packed by

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

We are Importers of

Oriental Lines

—Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Gingers, Hen Egg Albumen, Dry Hen Egg Yolk, etc., which are handled throughout Canada by the following brokers:

Tees & Persse Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse, of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto; E. T. Sturdee, St. John, N.B.; J. W. Gorham, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Limited

Importers and Exporters

VANCOUVER

Wantmore

PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

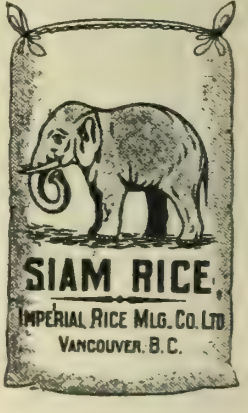
Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Argyll Bute
637 St. Urbain St.,
Montreal
Phone East 8271

Ontario Agents
Walter G. Bayley
20 Front St. E.,
Toronto
Phone Main 2226

Western Agents
Watson & Truesdale
Winnipeg

In re-ordering **SCOTCH SNACK**, the manager of the Ritz-Carlton Hotel, Montreal, writes us that "**SCOTCH SNACK** makes the most ECONOMICAL" as well as "Dainty, Tasty Sandwiches."

The big fish-eating season of the year, LENT, starts March 5th.
Have you sufficient stock and display hangers?
Recommend **SCOTCH SNACK** to your customers. They will appreciate your interest and the delicious flavor of **SCOTCH SNACK**.

VOL-PEEK

A Fast Seller with Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.
(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA

Ask us for

Butter Boxes
and
Tubs
Egg Carriers
Brooms

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

When in Doubt
Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

CANADIAN GROCER - ADDRESS - 143-153 UNIVERSITY AVE., TORONTO

"The Mysterious German Onions"

On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allied night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Colonel W. A. Bishop is on the cover.

Some of the outstanding articles and stories are:

The Transformation (a new serial)—By Frederic S. Isham.

A Canadian King-maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.

Fitting in the Returned Soldier—By George Pearson.

The Three Sapphires—By W. A. Fraser.

The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.

Fakers—and Others—By E. Ward Smith.

Lend Me Your Title—By Onoto Watanna.

A Shady Deal—By Archie P. McKishnie.

The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Controlling Booze in Britain
Is Czar Still Alive?
Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland
The Mysterious Sinn Fein Leader
Why Harrison Fought Lloyd George
Hun Spies Outwitted
Will Trotzky Hire Huns?
The Achievements of Allenby

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HUGH WALKER & SON

GUELPH, ONTARIO

How to Build Up a Poultry Feed Business

The right kind of grocer does not merely "supply his customers"; he thinks for them, plans and works for them. Their success is his success. The real live grocer is eager to get the poultry feeds which will please his customers and develop their patronage. Only the BEST feeds will do. The only feeds that the grocer can GUARANTEE to make bigger chicks and to make hens lay more eggs, are

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P&P

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WE all know that both wholesale and retail merchants have a difficult road ahead before prices of commodities are adjusted anywhere near a normal basis; but we shall do our utmost to make the road as easy as possible.

In regard to Tea: Freight rates are falling and shipments which may be made from the East will lay down here at considerably less cost than the stocks now on hand. But stocks in Canada are heavy and very little will be shipped until these stocks are cleared up. So both retail and wholesale merchants should be able to dispose of what they have on hand without much, if any, loss.

The selling plan we adopted the first of this year relieves our customers of any risk of losing anything but the most trifling amounts on Red Rose Tea whenever prices may drop.

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Avoid imitations
Ask for and insist on getting the original INGERSOLL CREAM CHEESE
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THE INGERSOLL PACKING CO LIMITED
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INGERSOLL, ONT.

CANADIAN GROCER

normal times. TORONTO, FEBRUARY 28, 1919 No. 9

No Likelihood of Declines in Soap

Newspaper Comments and Unreasoned Selling to the Contrary—There is no Warrant For the Assumption That Soap is to Decline—Conditions in Soap Product Markets Preclude Such a Possibility

THERE has been some uncertainty as to the future of soap owing to the fact that in some parts of the country wholesalers who were fairly heavily stocked with soap have for some reason concluded that declines in the product were imminent. This opinion was doubtless fostered by the declines in edible fats with which the wholesale trade, in the nature of things, were familiar, and to the spectacular decline in all fats following the signing of the armistice.

The wholesaler generally has been pretty well supplied with soap, which has been purchased on a rising market, so that even at the prices being offered by some of the trade, there is a profit in it for them. It may be that they are anxious to give their customers the advantage of these conditions, but the general inference is that they expect to go on the market again when their stocks are disposed of and replace them at lower figures.

Tallow Market Reacting

Unfortunately, conditions do not appear to warrant any such possibility. It is true that there has been a marked decline in fats on the American market. It was generally concluded that the cessation of hostilities would mean a heavy buying movement from overseas, and this impression gave an added firmness to the tallow market. There were conditions, however, that were not then realized, these referred largely to the strained financial condition of the warring nations and the necessity of stabilizing conditions before any extensive purchases were undertaken. The result of this condition was, of course, that there was a smaller demand than was anticipated, and this naturally had a depressing effect on the market. At the present time, however, there is a reaction taking place, and there has been an advance of 2 cents a pound on these low figures, as the market begins to recover from the depression caused by the failure of these great expectations.

J. E. Ganong, president of Lever Brothers, in speaking of conditions in the laundry soap industry, stated that there was small likelihood of any declines in the near future. The general market conditions were enough to preclude any such possibility. For one thing, manufacturers had been prevented by American embargoes from purchasing American fats, and had for that reason to import from as far away as Africa and Australia, with the high freight charges that such long hauls entailed. Moreover, these purchases had to be made well in advance to assure the arrival of stocks, and as a result, supplies have been arriving from these countries until recently, and manufacturers were carrying considerable stocks of these high-priced fats. They will, in all probability, be forced to take a loss on these products, but a portion at least will have to be borne by the product.

Price Still Far Above Normal

But even apart from this fact, fats, even at their present decline in price are costing over twice what they did in normal times. Rosin, which is a very important component, is two and a half times its normal pre-war figure, and in this one item alone there is an increase of 50 to 60 cents on a box of soap. Chemicals represent an advance of 75 per cent. Freight about 50 per cent., and this applies not only on inward freight, but on outward freights, for soap prices are on a delivered basis. That in itself is an item that the retailer would do well to consider. Then there are the items of coal, labor, boxes, and other incidentals that are all costing approximately twice what they did in normal times."

"There has," said Mr. Ganong, "been an increase in the production costs of soap of 80 per cent., and taking the present weight of laundry soap per box, it would be impossible to make money at present market figures.

Glycerine Market Condition Important Factor

"But the most important factor in stabilizing the market," continued Mr. Ganong, "is the change in the glycerine market. Glycerine is one of the most important by-products of soap, and is an essential component in the manufacture of many high-explosives. During the course of the war, therefore, there was a great demand for glycerine, which therefore reached unheard-of figures. The profits made on glycerine were deducted from the buying price of the fats and the price of the manufactured soap figured on this tallow cost, less the glycerine profit. With the cessation of hostilities, however, the value of glycerine has again become merely nominal. There is no profit in it to figure against tallow prices, and soap has to bear its own production cost.

"Manufacturers of soap," continued Mr. Ganong, "are not making large profits, and during the war they have kept the price as low as was possible under the conditions that prevailed. They would be glad to reduce prices now did conditions justify such action, but they do not. Only very sharp further declines in fats could result in declines, and these are hardly within the realm of possibility. There is a world demand for fats that must make itself felt on this continent sooner or later, and when it does there will be increasing fat prices, that must of necessity be advancing soap costs. The wholesaler who is unloading stocks now will unquestionably have to replace them at higher figures. He cannot possibly stay off the market long enough to assure a decline."

W. F. Bowen, sales manager of the Palmolive Company, and A. P. Taylor, managing director of the John Taylor Company, in dealing with the toilet soap situation, stated that as far as toilet soaps were concerned there was no probability, even remote, of declining prices. During the war there had not been any money made on soap. Not that there had been no money made in the soap business, but it had been made on the by-product glycerine. Mr. Bowen stated that the toilet soap manufacturers had been urged to double their production and had done so as a patriotic duty. It was no easy matter, he stated, to dispose of a doubled production, and for that reason the soap was sold at cost, and the profits that accrued to the manufacturers came entirely from the

Continued on page 42

Dealer Directs Customers' Purchases

Fourth Article of the Series

The Merchant is an Authority on the Quality of Goods.

"YOU have got to choose a certain brand of a particular line of goods and more or less feature it where there are a number of brands of the same article on the market, if you want to make a success of its sale and show some profit on the transaction."

This was the statement of F. A. Nixon, who operates two grocery and meat stores on Barton Street, Hamilton, Ont.

"We stock nearly every one of the better known grades of soap, but we specialize on one brand."

"What was the reason for choosing that brand?" was asked.

"There are eight or ten brands of soap that are asked for sometimes by different customers. A dealer may either put in a good stock of all these lines, which would entail quite an outlay and show him no advantage, or he may stock a limited quantity of say eight of these brands, and stock heavily on the ninth. The latter method permits him to get a special price on this line in quantities, cuts down his investment, and so makes it worth while featuring.

"That is the system we adopt. There is no other way of making money we believe on such a line as soap. We do not campaign against any of the other brands. If people insist on a special brand, they get it. But it is a simple matter to call the brand we feature to the customer's attention in a quiet way, pointing out its merits and suggest a trial order. In this way we have developed the largest part of our soap trade on one particular brand. We could have developed the same interest in any other line had we considered it to our interest to do so. We merely chose what we believed to be the best value at the price and devoted our attention to it. In this way we have made some money on soap that we would not have made had we not devoted out selling energy to one particular line."

Grocer's Advice Often Asked

Pollock Brothers, also on Barton St., Hamilton, carry a comparatively full line of soaps. "Where people ask for soaps by name we give them just what they ask for," Mr. Pollock states. "There are a great number of people, however, who ask us to suggest a good brand of soap. We feature two brands, and in such cases we find out just the sort of work for which they require it, and then suggest one or other according to the kind of work for which it is intended. In this way we introduce these lines to the customer, and very often it follows that they find these soaps suit their needs perfectly and ask for them by name when they next order. We find that in this way, by a suggestion now and then we can readily influence customers without any appearance of trying to substitute lines that we are more anxious to sell."

"I was in another store recently," said a prominent retailer, "and heard a traveller trying to introduce a new line. The merchant was evidently anxious to get rid of the traveller. 'You develop a demand for it,' he stated, 'and I'll stock it.'

"That traveller probably returned to his firm convinced that the retailer couldn't develop sales.

"When I questioned the merchant's wisdom in making such a statement he said: 'There was nothing in it for me, why should I put any effort into selling that line when it would be merely killing the sale of a similar line that I have developed?"

"Then you could sell it?" I asked.

"'Certainly I could sell it if it was of any value to me.'

"Then why, in the name of all that's good, didn't you tell that traveller the truth?"

The evidence in the case of this and all other articles published in this series is on file in this office.

"Can the dealer sell the kind of soap he wants?" James Dale, Barton and Wellington Streets, Hamilton, was asked. Mr. Dale thought that in the great majority of instances he could. There were some people with whom it was unwise to make any suggestions. Most people, however, were glad to hear the grocer's opinion.

"As an example of what the grocer can do in the way of selling," Mr. Dale continued, "I had a number of cases of a certain brand of soap in my cellar. It was bought some time ago, and consequently at a much better figure than it could be purchased to-day. I am specializing on this soap at the present, and am making some money on it. It was a soap that I had never tried to sell much and consequently it had become buried among other stock. With this inducement of better profit, however, I am specializing on it, and find that I can sell it readily."

These grocers were all situated within a comparatively narrow radius, selling the same trade, yet each had pinned his faith on a different variety of soap. Each was convinced that he was selling an article that would give the customer the very best of satisfaction and was developing a trade in these lines. Yet they were selling to customers who were brought under the influence of the same general advertising mediums, and might logically therefore be expected to demand the same variety of goods.

These retailers all pointed out the value to them of the consumer advertising the soap firms were doing. This

Many Specialize on One Line So That Quantity Price May be Secured.

helped them to successfully push the brand they got behind in each case. But from these advertised brands each selected the one he considered in his best interests to get behind.

Definite Opinions of Quality and Value

When D. Nicolson, Roncesvalles Ave., Toronto, in conversation with a CANADIAN GROCER investigator, was asked about his soap sales, he stated casually that a certain soap was the best value. "What soap do you sell the most of?" he was asked. His reply was, again the name of the soap that he had described as the best value. "Do you tell your customers that this is the best soap?" he was asked. "It isn't the best soap," he replied, "—— is the best. But I think it is the best value for the money, and it is as good as the best for most purposes, and I tell people that. If they ask for a more definite opinion I tell them that the other soap is the best. I sell them both, but the great bulk of my soap sales are of the brand I spoke of."

Changing Taste Gives Grocer His Opportunity

"Do people ask for soap by name?" Mr. Nicolson was asked. "In a good many instances they do," he replied, "but they change very frequently. The housekeeper grows tired of certain sorts of soap just as she does of certain brands of tea, and wants a change, and she always asks our advice. It is then that we have the opportunity to tell her just what we know about these soaps. She wants to know about them and is readily convinced, that when we say we think a certain brand is best, usually she will become a steady user of that brand."

Frequent Advertising Builds Sales

The soap trade in Toronto is badly cut up on account of so much price-cutting, particularly on the part of the large department stores. Nevertheless, retailers in one section of the city were found to be pushing sales of different brands of soaps.

In West Toronto, William Rowntree & Son stated they were selling most of a certain brand. This brand had only come to the front so far as their store was concerned within the past year and a half; prior to that they sold most of another familiar brand. Mr. Weeks, salesman in this store, stated, when asked reasons for the big sale of their most popular brand, replied that it was the one they were advertising most frequently on their circulars, and they always took the opportunity to bring it to the front whenever just "soap" was asked for. They considered the line good value, and they knew it was satisfying the majority of their customers.

"Of course," he said, "we sell other brands as well, but not nearly so much of them. Often we get in a good big shipment of another line, and when we advertise it on our bills we have no difficulty whatever in selling it."

M. J. Tobin, also in West Toronto, stated that their sales were fairly large in two kinds of soaps. They used to sell more of some of the other brands, but these two lately had come to the front. By buying in large quantities, Tobin & Co. were in a position to secure a better price, so these were the two lines they were selling when simply "soap" was asked for.

Grocer Forms Customers' Habits

Mrs. Ross, corner Dundas and Humberside Avenue, West Toronto, had biggest sale in still another brand of soap. Asked as to the reason, she stated it was because this was the brand she got her customers to purchase months and years ago, and once they got into the habit of using it they came back for it. She sold some of the other lines—all extensively advertised to the general public—but her customers were always willing to accept, generally speaking, the brand that she bought most of.

These three merchants are within a few blocks of one another. Their experience goes to show that the merchant can sell the brand of soap he gets behind as long as he knows it is of good quality. Naturally, if the brand selected depended entirely on the customer, these merchants would have their biggest sales in the same brand of soap. They draw their trade from exactly the same district. In fact it is safe to assume that sometimes consumers buy from one store and sometimes from another.

Mr. Weeks, of the William Rowntree, stated: "We can sell any good quality line we wish. For instance, if we are selling most of a certain brand of goods and a salesman comes in and offers us one of equal or better quality, and we feel we can make more money on it, we can kill the sales of the first brand in a few weeks' time. We have no difficulty whatever in selling our customers a new brand of any goods. They know us well and have confidence in the store."

No better evidence of the independence of the retailer in selling can be given than the above. The investigations that have been made demonstrate that the retailer is largely influenced in selecting a certain brand of a particular line by his knowledge of its character and quality, its suitability from the customer's standpoint, and the margin of profit he can make on it by purchasing in quantity.

Would Change Adulteration Act Make Manufacturers Liable

New measures will probably be forthcoming soon that will make invoice of goods equivalent to a Government warranty, and will place onus for adulteration on the manufacturer.

By T. M. FRASER, Ottawa, Representative of Canadian Grocer

At the coming session of Parliament the Adulteration Act will be revised. It is out of date, and, in many respects, inefficient, as those charged with its administration know. The chief analyst, Dr. A. McGill, is preparing certain changes in the act, which, it is hoped, will have the effect of doing away with or lessening much of the sale of adulterated foods which now prevails.

Food inspection in the United States has always been considered to be more effective than in Canada, for well defined reasons. They have required that the inspector shall be qualified, and shall give his whole time to the duties of the office. In Canada the inspection has been performed by officials of the excise department, who get a little extra pay for doing the work, and have always looked on it as a side line. It is not their life business.

Should Restrict Adulterated Goods Getting to Retailer

In the United States, again, they require that when any article is brought into the country or from one state to another, if it is an article covered by the Food and Drugs Act, a sample shall be taken when it is brought in, and sent to a Government laboratory, of which there are 2 6in all. The consignment is not delivered to the importer until the analyst has pronounced on its purity. This procedure has the effect of preventing adulterated goods from getting into the country at all. There is no such procedure in Canada.

In discussing the matter with the CANADIAN GROCER, Dr. McGill said: "I have known carloads of pepper shells, exhausted cloves, or spent ginger, which are valueless as articles of food, but useful for adulteration, brought into the Port of Halifax, but which we have got trace of only when they went into "circulation" in the retail store. Then it was our duty to get after them at thousands of widely scattered points all over the country. They should be stopped at the port of entry." It is expected that this will be one of the points in which the act will be revised.

"I believe the majority of retailers handle adulterated goods, not knowing they are such. The manufacturer who makes the goods knows, of course, that they are adulterated; yet it is the retailer we have to punish."

40 Per Cent. Pepper Adulterated

Whenever adulterated goods are under discussion, the case of pepper naturally comes up. It is the most extensively adulterated spice on the market. Of over 420 bulletins issued from the laboratory at Ottawa since 1887, eleven have been on pepper. Whiskey, apparently, runs it less than half as hard. Maple syrup, judging from the laboratory statistics, and milk, are the only food products which appeal more strongly to the unscrupulous vendor as subjects of adulteration. The average adulteration of pepper throughout Canada during the 33 years from 1877 to 1910, was 40 per cent., but this is much exceeded in certain districts in Quebec, which appears to be a favorite section of the country for the disposal of adulterated goods.

It seems unfortunate that, in this matter of adulterated goods, the habitant, who is usually a pretty keen bargainer, could not be shown that the cheaper price he pays for such adulterated goods is not, in reality, a saving at all. Pure goods are not only better, but cheaper, than compounds. Compound coffee, for example, is never good value. It is very largely made up of stuff like chicory, roasted grain, or peas. A half pound of good coffee "goes further" than a pound of adulterated, and does not cost any more, if as much. "If it is coffee you want," says the chief analyst, "you do better in every way by buying half the quantity of the pure stuff." The same is true of spices.

Under the Canadian Act we allow compounds and mixtures. The matter is covered by the following sections:

"Sec. 24. Notwithstanding anything in this Act contained, no food or drug shall be deemed to be adulterated in the following cases:

Mixtures

(a) Where any matter or ingredient not injurious to health has been added to the food or drug, in case such matter or ingredient is required for the production or preparation thereof as an article of commerce in a state fit for carriage or consumption, if the same has not been fraudulently added to such food or drug for the purpose of increasing the bulk, weight, or measure thereof, or to conceal its inferior quality, and each package, roll, parcel, or vessel containing every such article of food or drug manufactured, sold or exposed for sale is distinctly labelled as a mixture in conspicuous characters forming an inseparable part of a general label thereon bearing the name and address of the manufacturer;

Patent Medicines

(b) Where the food or drug is a proprietary medicine or is the subject of a patent in force, and is supplied in the state required by the specification of the patent;

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CANADIAN GROCER

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ESTABLISHED 1886

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IS CANADA'S MERCANTILE LIFE PROPERLY RECOGNIZED?

MUCH is heard to-day of the efforts of Canadian statesmen to develop export business for Canadian manufacturers and farmers. The energies of the Trade and Commerce and Agriculture Departments at Ottawa are directed towards the building up of Canadian trade outside of Canada's boundaries. Which is quite alright as far as it goes, but has the mercantile life of Canada ever been given the opportunity to extend and expand as its position in the life and well-being of Canada deserve? Is it possible for one to point to action by our Government towards the betterment of the commercial community?

Most decidedly no! and when one mentions a wholesalers' association, a retailers' convention, or a gathering of the boards of trade, there is a certain element which regard their activities with suspicion —some plan to get the poor consumer's dollar is being hatched. The merchant to-day is looked upon as a necessary evil—as a middleman who renders little or no service and reaps enormous profits.

The mere fact that when John Jones is out of a job for a couple of months, his grocer supplies his foodstuffs and takes a chance on ever getting paid for them; the realization that when crops are bad and money scarce the farmer has an excuse to forestall payment of the hardware he has bought during the season; the undoubted truth that many a spring or fall suit would not be part of milady's wardrobe were it not for her dry goods merchant extending time payments, are all forgotten when an effort to secure recognition of the vital force in the upbuilding of the country which these and other merchants exert. Retailers and wholesalers must be in league to reap bigger profits—their position is constantly the butt of an uneducated press playing on the credulity of the people.

There are many benefits which have accrued from the associations which the various trades have formed. Discussions on merchandising have brought forth many helpful solutions to the difficulties facing the trade as a whole. However, a step further might be made—a move of distinct advantage to Canada's commercial life—in the appointment of a Governmental bureau, free from political interference, to which a merchant can go when in doubt as to how to conduct any certain phase of his business, or to secure the basic principles of commerce, in the event of a new factor wanting to start up for himself.

What are the difficulties of the beginner? Insufficient capital; lack of knowledge of the business, of how much profit one should earn, how much and of what nature should expenses be, how should books be kept, how should credit be handled, what of buying, selling, does insurance really protect as it should? How many merchants really know that they are protected by the insurance policy in the safe—are they paying a premium for something or nothing?

Isn't it true, that many beginners look on a sale of an article for 25c whose invoice cost was 20c as netting 5c profit? Isn't it just this same ignorance which leads many into the ridiculous price-cutting often indulged in—to make a showing, but eventually to close up shop, leaving behind a distrust in the minds of the consumer as to the integrity of those who carry on successfully?

Isn't there a field then for an InformationBureau open to all where hard, sound facts can be gathered on the basic principles of business? It is to the interests of those merchants now in business that the beginner build his structure on a rock. The commercial life of the country would be better, infinitely so, were such a bureau established.

The establishment of a bureau of information, a clearing house for ideas is practicable. Buying, selling, bookkeeping, credits, insurance, costs—these are factors which can be treated by underlying basic principles and the proficiency of the pupil will determine the increase of success which will be his. Failures are not a good thing for business and if a bureau can be established which will assist in reducing these to a fraction of their present frequency, then should that bureau be established and secure the support of all factors in the business life of Canada.

Wholesalers Discuss Their Problems

Relationship With Manufacturers Among the Important Points on Programme of the Ontario Trade's First Annual Convention—Province Well Represented —Visits to Factories

By Staff Representative

TORONTO, Feb. 26.—H. W. Chamberlain, of the F. J. Castle Co., Limited, Ottawa, presided at the first annual convention of the Wholesale Grocers of Ontario, which opened here in the King Edward this morning.

The address of W. P. Eby, of Eby Blain, Limited, Toronto, chairman of executive committee, was perhaps the feature of the opening session, as it outlined the work the association had been doing and made a number of important suggestions, which will be taken up later.

Zepherin Hebert, president Hudon Hebert, Limited, Montreal, occupied a seat on the chairman's right as a guest, but during the proceedings he put forward his application as an active member.

Mr. Eby pointed out the association had under consideration the relations with the manufacturer—the policy of the manufacturer who takes orders for a portion of his output, either direct or through the salesman, to be shipped direct from factory to the large retail buyer and sells the remainder of his output through the wholesale trade.

"The questions that arise out of this discussion," he said, "I am now submitting for your consideration as follows, and I would suggest you appoint a small committee, who can recommend the proper course to be adopted and report to the convention before its close:

(1)—Should a manufacturer sell direct to certain large retailers, taking all the margin of profit to himself while he sells the balance of his output through the wholesale trade?

(2)—Should a manufacturer sell his goods, whether direct or through the wholesale trade to all retailers at the same prices and terms so as to put all retailers on an equal basis as competitors—

OR

(a)—Should a manufacturer sell large orders to certain retail buyers at lower prices or on more favorable terms than to the small retail buyer? If so, what difference in price should be made, and for what reason?

(b)—Should a manufacturer sell large orders to certain retail buyers which may be shipped direct to the retailer and charged through the wholesaler, on a lower margin of profit than if the same order were shipped by the jobber from his own stock? If so, what should be the difference in margin?

(c)—Should a special discount be allowed off the manufacturers' list which shows a stipulated margin on orders for five cases or over, or should the price be the same for any quantity?

(d)—Is the inducement of freight being paid for the buyer on five cases of any commodity sufficient to convince him it pays him? Corn syrup and starch are good commodities to bear in mind when considering the question.

(e)—Should a wholesaler handle the manufacturer's goods who sells part of his product direct to the retail buyer, allowing the jobber no profit?

(f)—Should a wholesaler have a fixed margin of profits according to the character of the goods, so as to work out a fair average basis for doing business?

(g)—Should the margin of profit allowed by the manufacturer be a rebate or discount off the selling price to the retail trade, or an advance on the cost of the goods to the wholesaler with a fixed selling price?

(h)—Should we lay down a rule that special prices for quantity orders of proprietary lines, say in five case lots, should get a better discount than the single case buyer?

(i)—If certain wholesale houses sell to certain retail buyers at a discount off the jobber's stipulated margin, would it be better to allow the manufacturer to reduce his margin to a smaller discount and enable him to lower his price so as to be able to meet competition if necessary in the interest of the manufacturer as a temporary expedient?

"In the new order of things we now find associations being formed, all of which seem to be aimed at increasing the profits of their own trade without proper consideration for the wholesale grocery trade—in fact, the tendency of these associations seems to be to squeeze the jobber down to the lowest possible margin that he will accept without declining to handle the goods. Among them, I might mention the Jam Makers' Association, the Paper and Paper Bag Association, the Confectioners' Association, the Biscuit Makers' Association, the California Dried Fruit Association, and many others, and unless we have a strong organization to look after our interests our margins are going to be cut down until the business becomes unprofitable.

"As illustrations, only recently the confectioners reduced their cash discounts from 2% to net thirty days. The jam makers in the association, I understand, have reduced the margin of the wholesale trade from 15% to 12½%. The biscuit makers have reduced the cash discount from 3% to 2%. The California Dried Fruit Packers have abolished the cash discount of 1¼% which was formerly allowed for cash payment on arrival, and the different canners in Ontario who used to allow a cash discount of 1½% have, by agreement, abolished this discount and made the terms net 30 days. All of these changes, gentlemen, have been made without regard to and without consulting the wholesale grocery trade, and go to show the necessity of our getting together so that we can be properly represented in the discussion with such organizations of the question of our interests in the distribution of their products.

"May I suggest that you give some consideration and appoint a committee to report on the following items which at present are on an unsatisfactory basis as far as the wholesale grocery trade are concerned:

(1)—LEAKS AND SWELLS IN SALMON—Purchased in British Columbia. At present no provision has been made by the packers for this contingency, and losses incurred from leaks and swells and bad tins are borne entirely by the wholesale grocery trade.

(2)—ALLOWANCE FOR LEAKS AND SWELLS ON CANNED GOODS—At present the allowance of ¼ of 1% is not, in my opinion, sufficient compensation for the claims made by the retail trade. I would suggest that this allowance be increased to at least ½ of 1% to cover leaks and swells, except in instances of defective goods, in which case the entire loss should be borne by the packer.

(3)—LEAKS AND SWELLS IN LOBSTERS—While the majority of the packers guarantee their goods free from leaks, swells and black tins, under the present system it is necessary for the wholesale house to keep track of every individual tin returned, some of which are open and have to be thrown out, and a small percentage of them actual swells. Some proposal should be made to the lobster packers along lines that would provide for a uniform allowance on each invoice to provide for contingencies of this kind. Only recently I had a conversation with a large lobster packer, who made the statement that in shipping lobsters for export, it was customary to deduct 1% from the invoice to cover leaks, swells and black tins. No allowance, as far as I know, has been made to Canadian buyers.

A committee was appointed to consider the points suggested in Mr. Eby's address.

A. C. Pyke, the secretary, submitted his first annual report, which will be reviewed in next issue, together with the other addresses.

The convention delegates were the guests of Lever Bros. at a most enjoyable luncheon in the King Edward at noon, and after lunch visited by motor car the factories of Lever Bros., Christie Brown & Co., Ltd., and Robertson Bros.

Complete report will appear in next issue.

Delegates Present

A. B. MacLean, A. B. MacLean & Son, Welland; W. D. Martin, Stratford Wholesale Grocery Co., Stratford; A. M. MacLean, Hunter & Co., Pembroke; W. G. McLauchlan, McLauchlan & Son, Owen Sound; J. H. Simpson, The Simpson Co., Guelph; J. H. Illing, Randall & Ross, Kitchener; E. J. McDowell, McDowell & Morris, Oshawa; J. Harding, The Harding Co., St. Thomas; John E. Davy, Robertson Grocery Co., Kingston; S. W. Somerville, Bristol Somerville Co., Hamilton; O. E. Truesdale, Geo. Foster & Son, Brantford; W. T. Harris, W. T. Harris & Co., Owen Sound; J. W. Charles, Woolnough-Marland Co., Niagara Falls; L. H. Major, L. H. Major and J. Soubliere, Ottawa; H.L.McNally, National Grocers, Ltd., North Bay; A. G. Olive, Geo. Foster & Son, Brantford; A. Perras, S. J. Major, Ltd., Ottawa; St. Clair Balfour, Balfour, Smye & Co.; H. C. Beckett, W. H. Gillard & Co.; Samuel

Continued on page 42

THE CLERKS' DEPARTMENT

HOW THE CHEESE TRADE WAS LOST

While standing admiring the grocery windows of a prominent grocer in Western Ontario, a customer came out, accompanied by another lady. Their conversation had started on the inside and the writer just caught the ending, which was: "Yes, what you say is true, they keep nice goods, deliver promptly and are obliging, but they do keep a dirty cheese counter, scales and knives, and that is the reason I do not buy my cheese there."

BAD 'PHONE SERVICE LOSES A CUSTOMER.

"I am not going to call that grocer up again," a woman was heard to remark recently after getting in touch with her grocer for some goods.

The trouble was that a clerk got on to the other end of the line who had never been trained to answer the phone and who could not get the order unless the customer repeated each item four or five times, many of them had to be spelled.

Every retail salesman should know how to use a telephone before he or she attempts to take an order over the phone.

THIS IS NOT SALESMANSHIP

A woman was heard to remark recently that she had purchased an article from a store at 25c whereas her own grocer had been charging her 45c for the same thing. She immediately thought her dealer had been robbing her. Upon enquiry it was found that the dealer who was selling this article at 25c was losing money. It had been handed out by a clerk who evidently did not know the price of the goods. Not only was he losing money for his employer but his action was placing discredit on a merchant who knew something about his costs and knew what he should get for every article. Salesmanship is often defined as selling products at a profit. It is not salesmanship to hand out an article at 20c less than its proper price.

THE CLERK CAN MAKE THE FRUIT STAND

A convenient wheeled support for boxes in which fruit or other material has been packed, or is being packed, consists of a square central column, from each side of which project two arms placed at different levels to hold a packing box at an incline. Four legs, projecting horizontally from the sides of the central column at the base, in the same manner as the supports already mentioned, are provided with castors on which the fixture can be moved about. A tray for holding packing paper is mounted on the top of the stand.

Packer's Wheel-Mounted Truck, or Stand, Which Holds Four Boxes at a Convenient Angle.

To the Clerk

This department has been started to tell little incidents that may prove of real interest to the clerk. It is devoted entirely to the interests of clerks. CANADIAN GROCER, in inaugurating this department is confident that a page devoted entirely to the employees of the store should be of unusual interest. It is hoped, too, that clerks in all parts of the country will consider this page their own, and will submit ideas that may be of interest to other clerks, or suggestions that may be discussed.

How about getting together on this matter and making this page a real success?

WOULD CHANGE ADULTERATION ACT

(Continued from page 27)

(c) Where the food or drug is unavoidably mixed with some extraneous matter in the process of collection r preparation;

Compounds

(d) Where any articles of food not injurious to the health are mixed together as a compound, and sold or offered for sale as such, with each package, roll, parcel or vessel containing such articles distinctly labeled as a mixture in conspicuous characters forming an inseparable part of a general label bearing the name and address of the manufacturer.

"Suppose that you, as a consumer buy pepper," said Dr. McGill. "The retailer is the only man you are dealing with; and, for the purposes of the Act, he is the only man who has defrauded you; but we should be able to get at the manufacturer, who is, usually, the guilty party. The present Act nominally protects the retailer, as it provides a form of warranty, which the dealer may demand; and if the dealer holds this, he can bring in the manufacturer as a party, and possibly prove that the guilt lies with him. But in actual practice the retailer does not get this one time out of one hundred, and in many cases he would have trouble getting it if he wanted to. His stock is often, if he is a small dealer, practically owned by the wholesaler who supplies him."

The matter of warranty is dealt with in section 33 of the Act:

"If the person accused proves to the court before which any prosecution is brought for selling, offering or exposing for sale any article of food or drug that has been adulterated, that he purchased the article in question for and as an article of the same nature, substance and quality as that demanded of him by the purchaser or inspector, with a warranty to that effect according to the form in the third schedule to this Act, and also produces said warranty at the trial had on such prosecution, and also proves that he sold it in the same state as when he purchased it, and that he could not, with reasonable diligence, have obtained knowledge of its adulteration, he shall be discharged from such prosecution, etc."

It is probable that Parliament will be asked to so amend this that if the retailer can produce an invoice covering the goods, it will be sufficient as a warranty, and the onus will then revert to the party issuing the invoice.

"Our desire is," says Dr. McGill, "to protect the retailer, if innocent, as I believe he usually is. There are occasions when the retailer is induced by a traveller to buy goods which are verbally guaranteed to be pure. When the goods arrive, the invoice shows that the pepper, say, is a compound. If he has a witness to the transaction, the blame must revert to the seller."

"We are anxious that the public should take an interest in this question, because they are most concerned, and such amendments as we propose should be made in the Act will be for the benefit of both the dealer and the public."

On October 1st, the Inland Revenue Department, under which this matter comes, was transferred to the Customs Department. The system of inspection has been reorganized. Canada is now divided into 25 districts, each under an inspector, who will give his whole time to the work, and be competent to perform its duties. The Proprietary and Patent Medicines Act is also to undergo revision.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Currie & Robinson, general merchants, Penobsquis, N.B., have sold to Robinson & McLeod.

Quebec

J. A. Hobbs, general store, Devizes, sold to T. E. Pitt.

T. Clarke, grocer, Toronto, has sold out.

R. J. Quinlan, grocer, Basingstoke, is dead.

Wm. Kellett, groceries and hardware, Toronto, is discontinuing business.

W. H. Kerr, London, has sold to J. Brown, who will take possession March first.

Brady & McQuiggan, general merchants, Straffordville, have dissolved partnership.

Leonard Bros., general merchants, Mond, are closing their Crean Hill Mine branch.

G. W. Buzzell & Co., general merchants, Abbotsford, have dissolved partnership.

J. J. Clifford, of Canadian Fisheries Liverpool, N. S., was in Montreal this week calling on the wholesale fish trade.

J. L. Patenaude, president of the firm Patenaude, Carignan, Ltee., Montreal, is starting on a business trip in the principal cities of the United States.

The Kavanagh Provision Co., corner Ontario and Bleury streets, Montreal, have expanded their business here through the purchase of a shop at 232 Laurier avenue, and where they will considerably extend their retail selling.

S. G. Bendon Utility Co., Montreal, Que., have opened a branch in England at Spitalfields Market, London. This branch, it is understood, will be under the direction of Mr. S. G. Bendon's brother. They also are extending their operations to South Africa and a suitable connection is being arranged there for handling various lines carried on a brokerage basis.

One of the bigger milk sellers of Montreal experienced some difficulty last week with its drivers. As a result some 50 men are reported to have left their various rounds and as a consequence about 10,000 consumers, it was stated, were temporarily without a regular milk supply. The difficulties have now been adjusted and the men are back at their work.

C. Green, vice-president of Carter, Macy, of Canada, Ltd., Montreal, is leaving for Europe. Mr. Green will be away for several months and will visit the principal centres of Denmark, Norway, Sweden and Finland. In his absence, for part of the time at least, A. V. Junius, the company's China buyer will be at the Montreal office, before returning to China.

Ontario

M. Stein, Sarnia, has sold to H. Rotzsky.

Geo. Copeland, Creemore, is selling out.

Jas. R. Cutt, Blyth, has suffered loss by fire.

Sarah Kingham, grocer, Toronto, has sold out.

F. A. Campbell, Toronto, has sold to J. E. Tress.

Nelson Perry, Dresden, has sold to Archie Currie.

H. Harding, Hamilton, has sold out to T. S. Marsh.

Benjamin Franklin, Toronto, has been succeeded by L. Dubinsky.

Louis C. Hudson, general merchant, Arva, has sold to Geo. Kew.

Mark Wild, general merchant, Elimville, has sold to Thomas Bell.

Gregor & Davis, Toronto, have been succeeded by Frederick H. Davis.

McKenzie & Co., general merchants, Thedford, have sold to A. M. Crawford.

Findlay & Nichols, Port Stanley, have dissolved partnership. A. J. Nicholas continuing after March 1st.

Findlay & Nicholas, general merchants, Port Stanley, have sold their dry goods stock to J. S. Kingston & Co.

B. A. Coupal, general merchant, St. Jovite, succumbed in the fire that swept the section in which his store was located.

W. B. Crooke, Victoria Harbor, has purchased the butcher and provision business of C. Steer, and will take charge Monday.

G. W. Laing, Ridgetown, who purchased the Leitch grocery stock last week, is moving it across the road to the old Caron store.

A. F. Choate, of A. F. Choate & Son, general merchants, Warsaw, Ont., is in Toronto this week. He was a visitor at the office of CANADIAN GROCER.

Wilmott E. Coates, for many years with the late Stephen Deeves, Brampton, Ont., has bought the business of A. H. Milner of the same town. "Wilmott" is a Brampton boy, and is deservedly popular with a large and growing circle of friends who are delighted to see him take hold of one of the oldest established grocery stores in the town.

Western

Peter Unger, Beaver Flats, Sask., has sold out.

S. Haddad, general merchant, Melaval, Sask., has sold out.

Surdia & Oltman, general merchants, Assiniboia, Sask., have dissolved partnership.

The estate of J. T. Cairns, general store, Keloe, Man., has sold to J. H. Cairns.

W. L. Bannister, general merchant, Stephenfield, Man., has sold to Gladstone Bros.

Surdi & Oltman, general merchants, Limerick, Sask., have been succeeded by Oltman Bros.

H. C. Andrews, Calgary manager for the D. H. Bain Co., was in Winnipeg last week attending the Rotary Club convention.

Todhunter-Mitchell Coffee Co., of Winnipeg, Man., has moved from York and Smith streets to new premises at 97 Higgins ave., Winnipeg.

W. D. Watson has been appointed manager for Western Grocers, Ltd., Vancouver, formerly known as Leeson, Dickie, Gross, Ltd.

STARTING THE SEVEN O'CLOCK CLOSING IN OTTAWA

Move Proves Very Successful, and No Falling Off in Business Resulted

On Saturday night, Feb. 15, a few of the most progressive grocers of Ottawa closed their establishments at seven. The general opinion expressed from the trade seems to be strongly in favor of the new hour. It seems likely that next week-end will find a large number of recruits falling into line until all the larger stores will be shut tight at seven.

R. E. Powell, 290 Elgin street, was very pleased with the way his customers took the earlier closing. The general wish seemed to be to assist the stores as far as possible. Things worked smoothly and he considered that from all points of view, the idea was good.

A. P. Johnson, 368 Bronson avenue, was glad to see the idea gaining ground. He was really quite a pioneer of this earlier closing, because, after the epidemic, he found that there was every bit as much business to be done by seven as by nine o'clock. Since the early part of December, he has never gone back to the old hour and he is most emphatic about his determination to keep up the good work.

Duncan Bell & Co., 310 Bank street, broke the ice for the Bank street merchants and was very pleased with the result. The happy expression on the faces of the staff was good evidence that the movement was highly in favor from their side of the question.

Good results were obtained by B. G. Crabtree, Ltd., 333 Elgin street. The rush was a little heavier than usual, but, thanks to the extra two hours' rest, the greatest satisfaction was felt by all concerned.

WHOLESALE GROCER DIRECTOR OF FIRE COMPANY

J. Leon Patenaude was recently elected to the directorate of the British Colonial Fire Insurance Company, Montreal.

Mr. Patenaude is the founder and president of Patenaude & Carignan, Ltd., wholesale grocers, Montreal, and is also interested in many other activities. He is president of LeBerger, Ltd., manufacturers of French pastes; president of the Corona Realty Co., Ltd.; president, Le Cie des Jardins de St.-Isidore, Ltd.; and a member of the Montreal Board of Trade.

J. LEON PATENAUDE
Canadian Newspaper Service Photo

W. F. ELLIOT REPRESENTS MASON AND HICKEY AT FT. WILLIAM

W. F. Elliot, grocery broker of Fort William, has joined his business to that of Mason and Hickey, Winnipeg, and will act as the manager of their Fort William branch, which they have opened from the office used by Mr. Elliot. Mr. Elliot is retaining his old lines for the firm, the only difference being that the busness, instead of beng run under Mr. Elliot's name, will be under that of Mason and Hickey. Mr. Elliot was associated with Mason and Hickey at Winnipeg for four years prior to coming to Fort William.

W. F. ELLIOT
Manager for Mason & Hickey at Fort William

W. R. Drynan, secretary-treasurer, Dominion Canners, Limited, Hamilton, Ont., is on a business trip to the Old Country..

J. M. Schneider Sr., of the firm of J. M. Schneider and Sons, Kitchener, is on a two month's pleasure trip to California.

O. Kenzie, of the Walker Bin Co., Kitchener, is on a business trip to the Maritime Provinces.

Important Subjects For Discussion by Dominion Board R.M.A.

Subjects That Will Be Introduced For Discussion and For Decision as to a General Line of Policy

The annual meeting of the Dominion Board of the Retail Merchants' Association of Canada is to be held at the Chateau Laurier hotel at Ottawa, Can., on Monday and Tuesday, March 17 and 18, 1919. Under the heading of Legislation, the subjects which will come up for consideration are in part as follows:

All merchants to keep books from the time they start in business.

That the cost of carrying parcels by mail, as well as catalogues, be paid out of the cost of the same, and no portion be charged to the letter service.

That the distribution of all catalogues when sent by mail be governed by the same rules, regulations and zones that govern the letter service.

Certain amendments to the present proposed Bankruptcy Act.

Certain amendments to the Fire Insurance Act.

Amendments to the Weights and Measures Act.

Amendments to the present Order-in-Council whereby the maintenance of selling prices on trade marked goods is made a legal offence, and amend the clauses regarding the powers given to Fair Price Enquiry Committees.

Legislation to enable retail merchants to sell any article left for repairs.

Proposed amendments to the False Advertising Act.

Legislation to have Thanksgiving Day fall on November 11 of each year.

Legislation to provide for an Inland Trade Commission for the purpose of considering all inland trade matters, similar to the manner in which the Dominion Railway Board deals with all railway matters.

Legislation to abolish the giving of coupons by manufacturers, and the abolishing of all guessing contests.

Legislation to prevent civil servants from having special protection under the Garnishee Act, especially now that the Government has taken over so many lines of railway and employ so many railway employees.

Amendment to the War Stamp Tax Act, so as to remove the present system of having war stamps placed on patent medicines and other articles by retail merchants.

Consider the present or any proposed legislation regarding the Business Profits War Tax.

Consider legislation to compel all persons who sell damaged goods to mark the same accordingly.

An amendment to the Lord's Day Act, making the purchaser of goods sold on the Sabbath day equally guilty with the seller.

No. 1. All merchants to keep books from the time they start in business.

No. 2. Amendments to the Adulteration Act so as to give more protection to retail merchants, as well as to the public.

No. 3. Amendments to the Weights and Measures Act.

No. 4. Legislation fixing the weight of the contents of cereals, etc., in sealed cartons, and also regulations concerning the wrapping paper on hams, etc.

No. 5. Legislation so that the name and address of all those who make butter will appear on the wrapper.

No. 6. Consideration of legislation to have all fruit and vegetables sold by weight.

ZEPHERIN HEBERT
President and Managing Director, Hudon, Hebert & Co., Ltd., Wholesale Grocers and Wine Merchants, 18 De Bresoles Street, Montreal, who was recently appointed Director, Montreal City & District Savings Bank.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

OAP is ruling with a very firm undertone, and there is no indication of any immediate recession in values. Wholesalers, in many instances with heavy stocks which they wish to unload, are cutting prices, but the figures they are naming in some cases are considerably below replacement values.

Manufacturers have stocks of the ingredients used in the manufacture of soap, bought at the high level of prices, and can see no prospect of lower levels being named for some time to come. There is always the possibility that competition may enter into the situation and result in a slaughtering of values, but the opinion is strongly held by best informed factors in the trade that there is no justification at present for a decline. Higher prices, which some claim are really warranted, will probably not be effected, but market conditions do not tend for a lower scale of quotations at the present time.

MONTREAL—There are a few declines this week, the most outstanding being reductions for bulk peanut butter, beans in tins, and beans in bulk. Potatoes also are easier in price. Some varieties of lettuce also are less in price, while curly lettuce is up.

There is a rather quiet condition still all around. Dried fruits are quiet but steady, and the supplies are said to be none too large. Coffee is steady, and also cocoa. Tea sales are made on a steady basis, but there is room for an improvement in the movement. Cereal markets are steady and firm, although pearl hominy is easier and is quoted at $4.75 to $5.00.

Barley feed is firm and oats somewhat easier. Gluten feeds have declined in price.

The apple markets are very high, and as much as $12 per barrel is asked for spies. Box apples of best varieties are selling at $4.25 per box.

TORONTO—Fresh fruits occupy perhaps more attention in the markets this week than any other item. Oranges are firmer and give no indication of much, if any, lower levels to come. Grapefruit is also high, supplies now coming being mostly Cuban, though some Florida is still available. Bananas are up ½c per pound, with supplies none too plentiful. Lemons show a somewhat easier tendency, though prices as yet are not affected.

Wholesalers report considerable activity in dried fruits, and indications now point to a cleaning up of stocks well before replacement from new crop goods can be effected. This is a condition generally applicable to prunes, raisins, peaches and apricots. Evaporated apples show a firming tendency.

WINNIPEG—A good demand is reported for all lines of dried fruit, with prices tending to higher levels. Beans are weak, and market has sagged somewhat, with indications that even lower prices may become effective.

There are evidences that stocks of jam are becoming cleaned up pretty well, and the feeling has been expressed that new crop goods may be pretty high in price.

Live hogs are slightly easier. Butter is steady and unchanged. Eggs are coming along in plentiful supply, and prices are tending towards slightly lower levels.

QUEBEC MARKETS

MONTREAL, Feb. 26.—There is a continued condition of light selling in small lots on most grocery lines. It is expected that the usual improvement will come in due course as the spring season approaches. Stocks are in good shape.

Peanut Butter, Beans Down; Salt, Herbs Up

Montreal.

VARIOUS LINES.—Lower prices are named for peanut butter, various brands selling at a reduction of one to three and a half cents per pound for bulk. Prices are quoted at 22c-23c per lb.

Various baked beans are selling down, too. One line of three-pound talls is quoted at $2.45 plain, and at 90c per doz. for the 1's.

Celery salt is revised in price and selling at $1.40 in small glass shakers. A line of dried herbs is up 5c per dozen.

Better Sugar Sale; Supplies Large

Montreal.

SUGAR.—Jobbers are inclined to buy sugar more freely, and there is probably a greater demand from their trade, which makes this necessary. In any case, the movement shows improvement, and there is a steady undertone with no change made and no promise of any declines coming. The basis for all refined grades is held at $9.95.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15- 10 30

Icing (25-lb. boxes)	10 55-	10 70
Icing (50-lb. boxes)	10 35-	10 50
Do., 1-lb.	-	11 05
Yellow, No. 1	9 75-	9 55
Yellow, No. 2 (Golden)	9 45-	9 55
Yellow, No. 3	9 35-	9 45
Powdered, barrels	10 05-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	18 85-	10 95
Do., 2-lb. pack.	11 95-	12 05
Paris lumps, barrels	-	10 55
Paris lumps (100 lbs.)	-	10 65
Paris lumps (50-lb. boxes)	-	10 75
Paris lumps (25-lb. boxes)	-	10 95
Paris lumps (cartons, 5-lb.)	-	11 70
Do., (cartons, 2-lb.)	-	12 46
Crystal diamonds, barrels	-	10 55
Crystal diamonds (boxes 100 lbs.)	-	10 65
Crystal diamonds (50-lb. boxes)	-	10 75
Crystal diamonds (25-lb. boxes)	-	10 95

More Ocean Freights For Canned Goods

Montreal.

CANNED GOODS.—There is now more promise of securing required space for the shipment of canned goods of various kinds. This will mean a larger movement to Europe of canned fruits and vegetables, and some supplies are going forward regularly from week to week. One large shipper stated that canned fruits were getting short, for some varieties. The reduction of rates for trans-Atlantic shipment is bound to stimulate export.

No price changes have been made, but there is an apparent desire to stimulate selling of tomatoes, and fair prices are available on these.

Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	....	4 62½
Do., ½-lb. flats	....	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.	....	2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	7 00
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Scotch Snack, No. 1, dz., Montreal	....	2 50
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Clams (river) (1 lb.), doz.	....	2 25
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)	....	2 45
Corn (on cob), gallons	....	7 50
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 25
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 85	1 90
Tomatoes, gallons	6 00	7 62½
Peas, standards	1 40	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Specialties		Per gal.
Olive oil (pure), 1 gal. tins	....	7 50
Do., ¼ gal. tins	....	8 00
Do., 5 gal. tins	....	7 00
Tomato Paste, 100 tins (case)	....	32 00
Do., 200 tins (case)	....	33 00
Do., 12-10 lbs.	....	39 00
Salad oil (bbls. 50 gals.), gal.	....	2 50
Olives (in bls, 49 wine gals.), gal.	....	1 35
Olives, Queen, gal.	....	1 45

Beans at $4.50 Sell Better

Montreal.

BEANS, PEAS.—The price of Canadian beans and of other varieties is still tending downward and several firms are offering supplies at $4.50 per bushel. There is a better movement than for some time, and it may be that the order received from Roumania for certain foodstuffs will absorb some of the Canadian excess stocks.

Peas—		
Canadian, hand-picked, bush.	4 50	5 00
British Columbia	4 50	5 00
Brown Beans	4 50	5 00
Japanese	5 00	5 50
Yellow Eyes	....	5 50
Rangoon beans, per bushel	5 50	6 00
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	....	6 00
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	....	4 00
Barley, pearl, per bag 98 lbs.	....	7 25

Quiet Molasses and Syrup Markets

Montreal.

MOLASSES, SYRUPS.—There is not as much movement of either molasses or syrups as the trade would like to see. Probably weather conditions are somewhat responsible, for it has not been cold. There is a steadiness of the price basis on each brand of syrup and molasses is unchanged.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 06¾
Half bbls.	....	0 07
Kegs	....	0 07¼
2-lb. tins, 2 doz. in case, case	....	4 55
5-lb. tins, 1 doz. in case, case	....	5 15
10-lb. tins, ½ doz. in case, case	....	5 85
20-lb. tins, ¼ doz. in case, case	....	5 80
2-gal. 25-lb. pails, each	....	2 00
3-gal. 38½-lb. pails, each	....	3 15
5-gal. 65-lb. pails, each	....	5 25
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 05
5-lb. tins, 1 doz. in case, case	....	5 65
10-lb. tins, ½ doz. in case, case	....	5 35
20-lb. tins, ¼ doz. in case, case	....	5 30
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island of	Montreal
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 08

For outside territories prices range about 3c lower.

Rice May Find Export; Is Steady

Montreal.

RICE, TAPIOCA.—Local selling of rice is steady, but on the light side, the volume of business not totalling large. Some expect that this reliable food will figure in exports of the immediate future, from United States points at least, and some may go from here. The local sale and consumption is just fair.

Ice Drips—Japan (per 100 lbs.)	....	11 25
Carolina	12 50	15 00 16 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Rangoon "B"	8 70	9 25
Rangoon CC	8 40	8 85
Mandarin	....	10 00
Pakling	8 60	8 70
Tapioca, per lb. (seed)	....	0 13½
Tapioca (pearl)	....	0 13½
Tapioca (flake)	....	0 12½

Not Many Orders Taken For Nuts

NUTS.—From local and country sources the demand for nuts is of a limited nature, and yet there has been quite a lot of selling to outside buyers. The general price basis is held unchanged, but, as stated recently in these reports, peanuts are inclined to rule on a slightly better basis. The range on large and medium grades is reduced this week.

Almonds (Tara), per lb.	0 28	0 31
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 23	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 14	0 15
Shelled, No. 1 Spanish	0 16	0 16½
Salted Spanish, per lb.	0 23	0 24
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 40
Fancy splits, per lb.	....	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 77½	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruit Quiet; But No Declines

Montreal.

DRIED FRUITS.—A quiet condition locally has not in any way weakened the general tone of the dried fruit market. There has been a readiness to buy up any available supplies of evaporated apples for export for the past ten days and good prices are offered here and and there for round lots. It is probable even that prices may be higher for this line.

Prunes are steady and quiet. There is a reported shortage of various dried fruits in the States, and if so, local supply will not be improved at this time. Export demand is anticipated in some quarters.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 30

In 36 1s, case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $8.75.		
crown, $7.50; 6 crown cluster, $7.00-		
Cal. seedless, cartons, 16 oz...	0 14½	0 15½
Malaga Raisins (5½-lb. bxs), 3 cr.		1 75
Do., 5 cr.		2 25
Muscatels, loose, 3-crown, lb...		0 15
Do., 4 cr.		2 00
Muscatels, loose, 2-crown		0 14
Do., 6 cr.		2 75
Choice seeded, 12 oz.		0 10¾
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
$5.50; 4-crown cluster, $6.50-$6.75; 5		
Valencias, selected		0 11½
Valencias, 4-crown layers		0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose		0 28
Cartons		0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.		0 13
30 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)		7 00
Do., Dromedary (36-10 oz.)	8 00-8 50-8	64
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Prunes—		
Santa Clara	0 80-0 90-0	15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	
100-120s		0 10½
Oregon, 30-40s		0 16½
50-60s		0 18½
60-70s		0 17½
70-80s		0 16½

Few Spice Orders; Enough Supply

Montreal.

SPICES.—Prices are maintained in a general way on spices and the quotations at which sales are made here are said to be lower, in some cases, than these lines could be bought for in present markets, freight added. The markets are very quiet, but prices are maintained.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 40	0 45
Cloves	0 75	0 7[illegible]
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Big Supply Honey; Little Maple Sugar

Montreal.

HONEY, MAPLE PRODUCTS. — There is said to be more honey in this part of the country than was anticipated some few months ago. And this in the face of large shipments being made to outside points from time to time. Notwithstanding the movement, prices have not sagged any, and there is no inclination of an immediate change.

Maple sugar is reported scarcer and syrup, too, is none too plentiful. The basis is probably a trifle easier, on the approach of the sap-running season.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 28	0 30
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb pails		0 27
10-lb. pails		0 28
5-lb. pails		0 28
Honey—Buckwheat, tins or bbls.		0 23

Coffee is Steady Here and Outside

Montreal.

COFFEE, COCOA. — The advances made for coffee last week are thought to have been very moderate, one importer stating that costs of supplies now justified larger advances being made. In the meantime a steady undertone prevails, and the outlook is that a firmness will characterize the market.

Cocoa is steady and in good demand, but the quoted basis is unchanged.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 32	0 35
Maracaibo, lb.	0 34	0 36½
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 35	0 37
Santos, lb.	0 34	0 36
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)		0 24
Do., 100-lb. bbls. (lb.)		0 25
Do., 50-lb. cans (lb.)		0 26

More Movement Tea Very Soon

Montreal.

TEA.—While there has been evidence of tea activity coming, this has not developed greatly yet. It will come, very probably, within the next few weeks. With the strong probability of prohibition becoming effective, there will develop, in due time, a larger tea movement in this province.

The hinted increase in tax is of interest here, but there seems to be no definite information on this.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots		11 20

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Cereals Are Steady; Pearl Hominy $4.75

Montreal.

CEREALS.—While the state of trade is not very brisk, prices on oatmeal, rolled oats, and cornmeal are maintained, and some are asking a trifle more than the prevailing prices of last week. One large cornmeal miller stated that supplies were adequate, but not excessive, and that there was every reason to look for a continued steady basis for some weeks.

3-lb. pkgs., doz.		2 85
5-lb. pkgs., doz.		5 60
Cornmeal, Gold Dust	5 00	5 40
Cornmeal	3 20	4 15
Barley, pearl	6 50	7 00
Barley, pot, 98 lbs.		4 00
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	5 00
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 30	4 50
Rolled oats (family pack.), case		5 60
Rolled oats (small size), case		2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack.)		5 80
Rye flour (Can.), 98 lbs.	5 75 6 05	6 25
Tapioca flour, lb.	0 15	0 16

Flour Men Expect Better Business

Montreal.

FLOUR.—While there is a great deal of room for improvement, the sale of flour is fair. That it will be better is expected, that is, the distribution of orders among the millers for filling on account of the Wheat Export Company will keep the mills operating for a great part of the time, and domestic business will perhaps improve as the season advances. No price changes are made.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.		11 00
Per bl., in (2) cotton bags, 98 lbs.		11 15
Small lots, per bbl. (2) cotton bags, 98 lbs.		11 35

Barley Feed Firm; Glutens Are Down

Montreal.

FEEDS.—The demand for shorts and bran is fair, although there is still room for improvement. Prices remain unchanged.

Barley markets are firmer and the feed price firm. Gluten feeds, on the other hand, are reduced $4 per ton.

FEEDS

Shorts—		
Mixed cars		$42 25
Straight cars	$44 50	47 00
Bran		
Mixed cars		40 25
Straight cars	43 00	45 00
Crushed oats	54 00	60 00
Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal		56 00
F.O.B. Fort William		51 00

Hay Markets Slow; Oats Lose ½c-1c

Montreal.

HAY, STRAW, ETC.—There is a

somewhat quieter position on hay, demand being lighter, but prices are without change.

A decline of one-half to one cent per bushel is made for feed oats, while barley is advanced three cents per bushel.

HAY, STRAW, GRAIN
(Wholesale prices on car lots)
F.o.b. Montreal

Good No. 2, per ton (2,000 lbs.)	$24 00	$25 00
No. 2	22 00	23 00
No. 3	20 00	21 00
Oats—		
No. 2 C.W. (34 lbs.)		0 82½
No. 3 C.W.		0 77
Extra feed		0 78
No. 1 feed		0 74
No. 2 feed		0 70
Barley—		
No. 3 Ontario (48 lbs.)		0 99½
No. 3 Extra		1 00½

Note:—These prices are at elevator and bags and bagging are not included.

Potatoes Down; Parsley, Cress Up

Montreal.

VEGETABLES.—Potatoes are selling fairly well, and the basis, while fluctuating somewhat, is lower in some quarters, some New Brunswick selling at $1.50 per bag this week. It is stated that the local variety are popular and these are selling at from $1.55 to $1.65 per bag.

Lettuce is lower in price and Brussels sprouts, parsley, watercress and curly lettuce are higher. A quiet condition is manifest.

Artichokes (bag)		2 25
Beans, new string (American) basket		5 00
Beets, bag	0 75	1 00
Brussels sprouts, quarts		0 25
Brussels Sprouts (doz.)		1 00
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.	1 50	1 75
Cabbage, doz.		1 00
Carrots, bag		1 00
Celery, California (6-7 doz.)	11 00	12 00
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		2 75
Lettuce, Boston, box		3 50
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		0 75
Parsnips, bag		1 50
Parsley (Canadian)		0 75
Parsley (American)		1 50
Potatoes, Montreal new (90-lb. bag)	1 55	1 65
Potatoes (New Brunswick), bag	1 50	1 75
Potatoes (sweet), hamper	3 50	
Romane		0 50
Spinach, box		1 00
Spinach, bbls.		4 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates		10 00
Watercress (Can.)		0 60

Oranges and Apples Ruling Firmer

Montreal.

FRUITS. — There is a very decided firmness of undertone to the apple market and prices asked for the better apples are running as high as $12 per barrel. Boxed apples are also firmer at $4.25.

Oranges, while on the same basis as last week, are firm.

Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1	8 00	10 00
Blenheims	5 00	5 50
Greenings	8 00	10 00
Gravensteins, No. 1	4 50	5 50
Spys	8 00	12 00
Russets		8 00
Kings, No. 1	8 00	10 00
Do., No. 2		8 00
Wagners		8 00
Apples (in boxes)		4 25
Winesaps (box)		4 75
Bananas (fancy large), bunch	4 50	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		16 00
Do., (med.)	7 50	8 00
Emperor, keg		7 50
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)		6 00
Oranges, Calif. (100-126)		5 25
Oranges (Mexican)		5 00

ONTARIO MARKETS

TORONTO, Feb. 26.—An easier price is noted in some quarters on pork and beans, but apart from some indefinite shading of prices on odd lines, the markets generally are quite steady. Oranges are showing strength, and the same condition prevails in apples, bananas and grapefruit. Lemons show an easier tendency. Business is reported as improved, and conditions generally are considered much better.

Demand For Sugar Better

Toronto.

SUGAR.—Refiners report a better demand for sugar than that noted during the weeks just passed. Supplies are now coming to hand quite freely and it is hoped that a steady increase in the amount marketed will be shown. Prices remain steady and unchanged at the figures shown herewith.

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c. barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Some Soap Goes Higher

Toronto.

SOAP.—There has been an advance this week in the price of White Knight Soap. In less than five case lots the price is $7.60 per case; and in five box lots the price is $7.55 per case, and in ten box lots the price is $7.50 per case. Other lines report no change although the market generally is considered very firm.

Small Movement Molasses; Syrups

Toronto.

MOLASSES, SYRUPS.—There is only a very limited amount of molasses moving to the trade. Supplies seem to be available in ample quantities, but there does not seem to be much buying interest manifest throughout the trade. There have been no particularly new developments in regard to syrups, there being a fair movement to the trade and prices holding steady without change.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, ½ doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, ½ dz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins 10-lb., baking grade, case of ⅞ doz.		
West Indies, 1½s, 48s		6 95

Lower Prices on Pork and Beans

Toronto.

CANNED GOODS. — Lower prices have been named in some quarters this week on Clark's pork and beans—quotations which are now named to the trade on 1's being $1.10 per dozen; 1½'s, $1.75 per dozen; and 2's, $2.00 per dozen.

It is reported that an English buyer was in the market last week and picked up some stocks of salmon; Pinks, Chums and some Cohoes it is understood were bought. Indications are that canned vegetables are in very fair demand for overseas shipment.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.		8 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30

Tomatoes, 2½s	....	1 75
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	....	....
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	....	10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Activity Noted in Dried Fruits

Toronto.

DRIED FRUITS.—There seems to be better enquiry for dried fruits, and all lines are showing more activity than they have for some time past. Prices are holding quite steadily and it does not look at the present time as though stocks will be any more than ample to carry through until new crop goods arrive.

Tea Outlook Remains Same

Toronto.

TEAS.—The market is without material change this week. There is some demand noted and orders are being taken care of quite satisfactorily by the trade. The question of a tax on tea is occupying the attention of some dealers but the feeling prevails that if same comes why there is nothing to do but to take care of it, although some factors think it not likely to be made.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Holds at Firm Levels

Toronto.

COFFEE.—No easing away in coffee prices is noted as yet. Primary markets report a very strong tone and there is no factor in evidence up to the present time likely to bring about a decline. As a matter of fact as the opportunity for export to Europe improves it is thought the market will grow even stronger. Business locally is very fair with prices ruling around the following figures:

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Steady Tone Noted in Spices

Toronto.

SPICES.—Generally steadiness marks the situation in spices. There is some price-cutting, but taking pepper as an instance the price to import is higher than present basis on spot stocks. This may result in slightly higher prices when present supplies are cleaned up as the signing of peace will it is believed open up opportunities for business with European countries now unable to secure adequate quantities.

Nut Markets Without Feature

Toronto.

NUTS.—No particularly new feature has entered into the situation this week to cause any excitement. Primary markets are holding quite steadily and stocks locally are being reduced to a comparatively small compass. It is understood that shipment of new Brazils is now on the way to American ports and these should be available for the trade around the middle of March, or first of April.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Rice Holds in Steady Position

Toronto.

RICES.—There is very little new to report in the situation on rice. The trade are only buying their immediate requirements but the tendency on prices is for a fairly steady level. The price-cutting which was in progress for some time has played itself out to a large extent and quotations generally rule around the following figures:

Weakness Noted in Bean Markets

Toronto.

BEANS.—The market is decidedly weak and No. 1 hand-picked beans are being quoted as low as $3.50 per bushel in bags containing two bushels. There is also what is called a prime white bean being quoted at $3.00 per bushel. It is very hard to determine what the market actually is at the present time, and no doubt if offers on large stocks were asked for, these would probably be obtainable at even lower levels than prices shown herewith.

Ontario, 1-lb. to 2-lb. pickers, bu.	$....	$4 00
Do., hand-picked	....	4 50
Japanese Kotenashi, per bush.	....	5 50
Rangoons, per bushel	3 75	3 90
Limas, per pound	0 14	0 14½

Package Goods Ruling Steadily

Toronto.

PACKAGE GOODS.—The situation is without any particular change this week. Peerless Oat Flake[illegible] offered to the trade this week in family size, square, 20's, at $5.10 per case. This is a new line being put on this market. It is understood that on five case lots the freight is prepaid to Ontario points east of Sudbury on the G. T. R. and C. P. R. There have been no new developments in regard to other lines of package goods, although a lower price is being quoted on the Good Health Breakfast Food in cases of three dozen, at $3.60 per case.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	4 35
Wheat Flakes, 24s	....	5 20
Cornstarch, No. 1, lb. cartons	....	0 11¼
Do., No. 2, lb. cartons	....	0 10¼
Laundry Starch, in 1-lb. cartons	....	0 11¼
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 20

Honey in Dull Position; Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—The market on honey is still dull and without any particular feature of interest. Prices are decidedly in the buyer's favor and quotations shown below are really only nominal. There is nothing of particular interest to be noted in regard to maple syrup this week.

Honey—		
Clover, 2½-lb. tins	....	$0 28
5-lb. tins	....	0 27
10-lb. tins	0 25	0 26
60-lb. tins	0 25	0 26
Buckwheat, 60-lb. tin, lb.	....	0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Firmer; Apples, Grape Fruit

Toronto.

FRUITS.—Oranges are showing considerable strength with only a fair amount moving to the market. Some factors feel that the cold weather has influenced the quality of the crop to some extent and that this may be a factor to hold prices up around fairly high levels. Fresh supplies of Mexicans are coming along all the time. Porto Rico bitter oranges are being offered at $6.50 per box for 126's. In regard to apples, it would appear that there are very few

to sell. The market on boxed apples since the first of the year has shown an advance of about $1.50 per box. The market on grape fruit is stronger and about the only supplies which are now coming are the Cuban, which are arriving from New York. There are no Porto Rico grape fruit expected as these are showing too much waste on arrival at New York harbor. It is stated that the Cubans are showing some waste too. There is very little Florida grape fruit now offering. California lemons are in good supply and prices are somewhat easier. The price on bananas shows a little stronger tone and it is indicated that supplies are none too plentiful.

Apples—			
Do., Rome Beauty, box		3 25	3 50
Do., Winesaps, box		3 50	4 25
Do., Spys, box		....	3 50
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	8 00	7 00	....
Baldwins	7 50	7 00	....
Spys	10 00	9 00	....
Bananas, per lb.		....	0 07½
Grapes—			
Do., Malagas, bbl.		13 00	14 00
Grapefruit—			
Florida, 46s		4 75	5 50
Do., 54s		5 00	5 75
Do., 64s		5 50	6 00
Do., 70s, 80s, 96s, 126s		5 75	6 00
Cuban, 54s		4 50	5 25
Do., 64s		5 00	5 50
Do., 70s		....	5 25
Do., 80s, 96s, 126s		...	5 50
Oranges—			
California navels, 100s		5 00	5 50
Do., 126s		....	5 50
Do., 150s		....	5 50
Do., 176s		....	5 75
Do., 200s, 216s, 250s		....	5 75
Do., 288s		....	5 75
Lemons, Cal., 300s, case		....	5 00
Pears, Cal.		...	5 50
Strawberries, box		....	1 00

Export Inquiry Noted for Onions

Toronto.

VEGETABLES.—Dealers report some enquiries from the United States markets for onions. This will have a tendency to steady the market and even firm it up a little bit locally. As far as can be learned shipment of Spanish onions, which was expected in New York some time ago, has not yet arrived, and with a scarcity of stock in the United States markets it seems quite likely that this shipment will be absorbed quite easily over there. Potatoes are very weak and there does not seem to be any prospect of prices advancing very much, if any, over their present level. Supplies are ample and the demand is at least no more than normal. The market on cabbage locally is none too strong, while the situation in the United States is just the reverse; there, prices are comparatively high on cabbage, while here they are fairly low and the supply seems to be just a little bit ahead of the demand at all times.

Beets, bag	....	0 65
Cabbage, Can., bbl.	$....	$1 75
Do., Cal., crates	....	4 50
Carrots, bag	....	0 65
Cauliflower, Cal., case	....	4 50
Celery—		
Do., California, 6 to 8 doz.	12 00	13 50
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head	....	....
Do., Do., Florida, large hampers	7 00	8 00
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	....	2 25
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	0 65
Potatoes, sweet kiln dried, hamper	....	3 50
Potatoes, Ontario, bag	1 15	1 25
Do., N.B., Delawares, bag	1 75	
Spinach, Louisiana, bush. hamp's	3 00	
Turnips, bag	0 65	

Fair Movement Exists for Flour

Toronto.

FLOUR.—There is a fair movement of flour to the domestic trade and whereas some mills look on export business as fair others again consider total as disappointing. Price is unchanged for the week.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Mill Feeds in Good Demand

Toronto.

MILL FEEDS.—There is a very good demand for mill feeds reported and mills generally are in a somewhat better position as regards deliveries. Prices hold at figures noted last week as follows:

	In carlots, track	
Bran, per ton	....	$40 25
Shorts, per ton	$42 00	....

Cereals Remain in Unchanged Position

Toronto.

CEREALS.—The market generally shows little change with the trade within rather a small compass at the present time. Cornmeal prices are slightly stiffer than figures shown last week as will be noted below.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	....	4 25
Do., fancy yellow, 98s	....	3 75
Corn flour, white, 98s	....	4 50
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	4 50
Hominy, pearl, 98s	....	4 25
Oatmeal, 98s	4 70	4 90
Oat Flour	....	4 50
Rolled Oats, 90s	4 25	4 45
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	....	8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	5 50
Blue peas, lb.	....	0 10
Linseed Meal, 98s	8 00	8 50

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

WINNIPEG, Feb. 26.—Evaporated apples show a slight advance this week. A good demand is experienced for prunes, and supplies reaching the market are quickly absorbed. The bean market shows weakness, and rice is also ruling with an easier undertone. The zone system applying to feeds has been abolished by millers generally.

Sugar Plentiful; Market Steady

Winnipeg.

SUGAR.—Supplies of sugar are now plentiful on the market and no shortage is expected, owing to larger receipts of raws coming into Canada. Prices are firm at high levels. Refiners expect the sugar market to be stationary for about three months. Refineries are all holding heavy stocks and can fill immediately all orders received.

SUGAR

Granulated	Per 100 lbs
Best, in barrels	$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Syrup Supplies Still Small

Winnipeg.

SYRUP.—The local syrup market still shows a scarcity of supplies. Prices are unchanged this week.

Syrup—	
24 by 2 lb. tins, case	$6 00
12 by 5 lb. tins, case	7 00
6 by 10 lb. tins, case	6 60
3 by 20 lb. tins, case	6 50
Quart sealers, 1 doz. case	5 10

No Surplus Stocks Canned Goods

Winnipeg.

CANNED GOODS. — With reports coming from Canadian canners to the effect that they are practically cleaned up, buying is now being done on a very conservative scale. The spring demand is expected to be heavy owing to lower prices, and the fact that no surplus stocks are being carried over. Jobbers report a heavy demand for canned fruits even at prevailing high prices.

Outlook for High-Priced Jams

Winnipeg.

JAM.—Next year's prices on jams are expected to be just as high, or higher, than those now prevailing. Pure jam is very scarce on this market. Some low priced blended varieties are being offered.

Climax Jam	
Apple and strawberry, 4s, tins, 1 doz. case, case	$8 25
Apple and raspberry, 4s, tins, 1 doz. case, case	8 25
Apple and assorted, 4s, tins, 1 doz. case, case	8 25
L. & B. Jam—	
Apple and raspberry, 4s, 12 to case, per tin	0 62
Apple and assorted, 4's, 12 to case, per tin	0 62
Apple and black currant, 4s, 12 to case, per tin	0 62
St. Williams Pure Jam—	
Raspberry, 4s, 12 to cs, per tin	0 95
Black currant, 4s, 12 to case, per tin	0 95

Gooseberry, 4s, 12 to case, per tin		0 90
Raspberry and red currant, 4s, 12 to case		0 90
Red currant, 4s, 12 to case, per tin		0 90
Peach, 4s, 12 to case, per tin		0 82
Plum, 4s, 12 to case, per tin		0 82
Cherry, 4s, 12 to case, per tin		0 88
Assorted, 4s, 12 to case, per tin		0 85

Prunes in Active Demand; Raisins

Winnipeg.

DRIED FRUITS.—There is a large demand for prunes on this market and shipments received are quickly turned over. Higher prices on prunes are expected in the spring. The Oregon variety are preferred to California prunes in view of the damage to the latter variety by rains. A slight decline in peaches and apricots has been made, while a very small advance has been made on Ontario evaporated apples.

Raisins now being offered on this market are much below standard. This condition exists even in the fancy brands, in which considerable grit and sand is found.

Prunes—	
40-50s, 25-lb. boxes, per lb.	0 18¼
50-60s, 25-lb. boxes, per lb.	0 16⅜
60-70s, 25-lb. boxes, per lb.	0 15¾
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s	0 17
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22
Raisins—	
Muscatels—	
1 Crown, 25-lb. boxes	0 12¾
Seeded—Bulk, 25-lb. boxes	0 12¼

Package Teas Hold Unchanged

Winnipeg.

PACKAGE TEAS.—No change in prices have been recorded on package teas this week from the following quotations, which allow for the big decline registered two weeks ago. It is stated that even though there has been a big reduction in freight rates, new Java teas cannot be laid down in Canada at present prices for this variety. A decidedly firm market was shown at the tea auction in London on Feb. 6, and the general feeling is that there will be no further decline for some time.

TEAS

Black, Bulk—	
Broken Pekoe, No. 15, chests, lb	0 46
Do., Orange Pekoe, No. 19, chests, lb.	0 48
Less than chests, one cent per pound more.	
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden bxes, lb.	0 50
Blue Ribbon, Black—	
Red Label, 1's, cases and ½ cases, lb.	0 48
Red Label, ½'s, cases and ½ cases, lb.	0 49
2½-lb. pkgs., 24 and 36 in case, package	1 10
Red Rose, Black—	
Green Label, 1s, lb.	0 50
Green Label, ½s, lb.	0 51
Blue Label, 1s, lb.	0 58
Blue Label, ½s, lb.	0 59
2-lb. pkgs., 36 in case, pkg.	1 00

Spot Stocks Coffee Selling

Winnipeg.

COFFEE.—The coffee market is on a much firmer basis, having rallied considerably. Prices are steady at last week's quotations, though this condition may not last long. Spot stocks are being rapidly bought up and prices may shortly advance in line with those being quoted in New York.

Green Coffee—		
Rio, No. 7	0 21½	0 23
Santos, fine old crop	0 28	0 30
Bourbon		0 29
Mexican		0 34
Bogota A		0 34
Costa Rica		0 38

Nut Markets Tending Lower

Winnipeg.

NUTS.—Holders of large stocks of nuts in New York are feeling the result of decrease in freight rates. As predicted, the nut market is weak and cheaper prices may be expected soon. Peanut prices are unchanged this week as follows: Fancy roasted, 16c per lb.; Jumbo roasted, 22 to 23c a lb.

Bean Market Shows Weakness

Winnipeg.

BEANS.—Some Ontario beans are being offered at reasonable prices. The market continues to decline. Heavy reductions in freight are proving a big factor in the situation.

Beans—	
Fancy Kootenashi, 100-lb. bag	$10 00
Manchurian (hand picked) 100-lb. bag	8 25

Easier Undertone Noted in Rice

Winnipeg.

RICE.—As predicted, the rice market is becoming very weak and present stocks held by millers are being cleared up as rapidly as possible.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 12½
Fancy Japan, 100-lb. bags	0 11¾
Siam, 100-lb. bags	0 08¼
Tapioca, lb.	0 12¼
Sago, lb.	0 10¼

Heavy Receipts Oranges Expected

Winnipeg.

FRUITS.—Expected heavy receipts of California oranges and grapefruits, as predicted in these columns two weeks ago, will arrive in one week's time, according to local dealers. Higher prices on these fruits can then be expected. The fruit market is quiet, there being a fair supply of Manitoba hothouse rhubarb selling at 18c. Strawberries are too high-priced for local dealers to handle in any quantity at present. Some reduction in price is looked for shortly.

Fruits—		
Strawberries, Florida, quart		0 90
Oranges	5 50	7 00
Lemons, Cal.		7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Strawberries, Florida, quart	0 85	0 90
Cawsaba melons, per lb.		0 12
Japanese bitter oranges		5 50
Apples—		
Jonathans, case		3 35
B.C. Spies, No. 1, case		3 50
B.C. Spies, No. 2, case		3 00
Ontario, bbl., No. 1		7 00
Ontario, bbl., No. 2		6 00

Tomatoes Go to Higher Levels

Winnipeg.

VEGETABLES.—Shipments of vegetables are coming on this market in larger quantities, owing to the mild weather. Prices are steady, with a few advances recorded: Florida tomatoes have advanced to from $16.00 to $18.00 a case. This market is very fluctuating at present, prices having attained $21 a case last week, compared with our quotations of $12.00 a case in Feb. 14 issue of CANADIAN GROCER.

Vegetables—		
Cucumbers, doz.		4 50
Cabbage, lb., local		0 04
Cabbage, lb., local		0 03
Beets, with heads on, hampers.		4 00
Carrots, with heads, hampers.		4 00
Head Lettuce, per doz.		3 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.		0 03½
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Tomatoes, Florida, case	16 00	18 00
Tomatoes, Florida, case		12 00
Celery, lb.		0 16
Cauliflower, doz.		3 50
Potatoes, 10-20 bush. lots, bush.		0 90

Zone System on Feeds Abolished

Winnipeg.

FLOUR, FEEDS, CEREALS.—The flour and cereal market has been quiet during the past week with a somewhat easier feeling notable. Feeds continue to show an upward tendency, though the prices quoted herewith combine a goodly margin of freight charges when compared with those quoted in Feb. 14 issue of CANADIAN GROCER. The zone system has been abolished by some millers and the prices quoted herewith are the demand prices on feeds anywhere in Manitoba, Saskatchewan and Alberta. Feeds are very scarce:

Government Standard Flour—	
Cash carload price	$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 50
Rolled oats, pkgs., family size	5 65
Cornmeal, 98's	4 85
Oatmeal, 98's	4 75
Feeds—	
Bran, per ton	37 00
Shorts, per ton	41 00
Bran, B.C. and Vancouver Isld.	43 00
Shorts, B.C. and Vancouver Isd.	47 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

The Montreal Chambre de Commerce has selected the following as members of its Groceries and Alimentary Products Committee: Jos. Ethier, Armand Chaput, Nap. Gendreau, Engene Couvrette, J. H. E. Pellerin, P. Daoust, L. O. D'Argencourt, J. A. Paulhaus and J. I. Lussier. On the Expansion of Commerce committee, C. H. Catelli and L. N. Patenaude were selected.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 25.—British Columbia beans are now being offered from 8 and 8½ cents upwards. Split peas have dropped to as low as 8c in some quarters. Supplies of local new laid eggs are rather short on account of the cold spell, quotations are anywhere from $13.50 to $15.50. Gallon apples are from $2.60 to $3 per case to-day. Evaporated apples 25s are from 18c to 18½c. Grapefruit $7.25 to $7.75. Pot and pearl barley are slightly cheaper. Some sizes of prunes are 1c per pound higher.

Beans, Calif. Lima, med.		0 15½
Beans, B.C.	8 50	10 00
Flour, 98s, per bbl.		10 50
Rye flour, 49s, per bbl.		11 20
Cornmeal, 24s, per bbl.		11 00
Rolled oats, 80s	3 80	3 90
Rice, Siam, cwt.	8 00	10 00
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 10½	0 12½
Sago, lb.	0 10½	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 29	0 31
Butter, creamery, lb.		0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		17 60
Compound, 3s		14 70
Eggs, new-laid, case	13 50	15 50
Eggs, No. 1 storage, case		
Eggs, fresh, Washington, case		15 00
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 2½s, stand. case, spot.	3 60	4 25
Tomatoes, 2s		2 90
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 60	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.	0 18	0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	5 00	6 50
Oranges, Florida		
Oranges, bitter, Japanese, 50 pd. case		6 00
Lemons, case	6 00	6 50
Grapefruit	7 25	7 75

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 25.—No change in grocery list. Olive oil arriving in small lots. Small sizes prunes scarce. Oranges $5. Lemons $5 to $5.50. California grapefruit $3.75. Bananas $9 to $9.50. Winesap apples $4; Newtons and Spitzenburgs, $3.75. New Zealand butter 52c; Alberta, 48c. Flour, Government standard 24s, $11.20; 49s, $11; 98s, $10.80.

BRITISH COLUMBIA:		
Sugar, granulated		$10 05
Do., yellow		9 40
Do., icing		10 45
Rolled oats, 80s, each		4 40
Flour, Govt. standard, 24s		11 20
49s		11 00
98s		10 80
Cornflour, 98s, per bbl.		13 50
Cornmeal, 98s		11 50
Barley, pot, 98s		0 05½
Do., pearl		0 06½
Beans, lima, Manchurian, 100s		0 13½
Do., lima, California		0 18
Do., white, 100s		0 08
Do., Kootenashi, 100s		0 08
Rice, Siam, No. 1, per ton		
Do., Do., No. 2, per ton		160 00
Do., China, No. 1, per 40 mats		160 00
Do., Do., No. 2, per 40 mats		135 00
Tapioca, 140s		0 10¾
Sago, 140s,		0 10½
Canned tomatoes, 2½s, doz.		2 00
Do., peas, stand., 2s, doz.		1 80
Do., early June, 2s, doz.		1 95
Do., corn, 2s, doz.		2 45
Do., beans, green, doz.		2 25
Do., Do., yellow		2 25
Do., raspberries, 2s, doz.		4 10
Do., strawberries, 2s, doz.		4 25
Do., peaches, 2½s, doz.		3 75
Do., plums, 2s, doz.		2 10
Do., pineapple, 2s, doz.		3 25
Do., pumpkin, 2½s, doz.		1 40
Do., salmon, sockeye, 1s, tall, per case		17 50
Do., cohoes		14 00
Do., pinks		10 00
Do., chums		9 50
Do., pilchards		8 25
Dried Fruits—		
Choice peaches, 25s		0 25
Do., apricots		0 22
Do., apples		0 21
Do., prunes, 70-80, 56s		0 17½
Oranges, run, per case		5 00
Lemons, per case	5 00	5 50
Grapefruit, per case		4 25
California		3 75
Bananas, lb.	0 09	0 09½
Apples—Yellow Newtons, per box		3 75
Do., Winesaps, per box		4 00
PRODUCE		
Dressed hogs	0 18	0 20
Breakfast bacon, medium	0 44	0 47½
Hams, medium	0 34	0 38
Pure lard, tierce basis		0 32
Do., compound		0 25
Butter, New Zealand prints		0 52
Do., Alberta Cr., prints		0 48
Margarine, prints		0 36
Eggs, fresh		
Do., storage		
Cheese, large,		0 31
Do., twins		0 31½
Potatoes, Lillooet, per ton		36 00
Fish—		
Frozen Halibut, per lb.		0 16
Salmon, Qualla, per lb.		0 10
Salmon, Cohoe, per lb.		0 16
Salmon, Spring, per lb.		0 17

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Feb. 25.—Business in rural districts is very quiet; city business is fair. Staples show no changes of importance. California fruits are slightly lower. Egg receipts are heavier and prices declining. Fluctuations in Japanese rice market had no effect locally as practically the only rice used here is Siam. Paper continues to advance, and dealers look for decline of some articles used largely for war purposes.

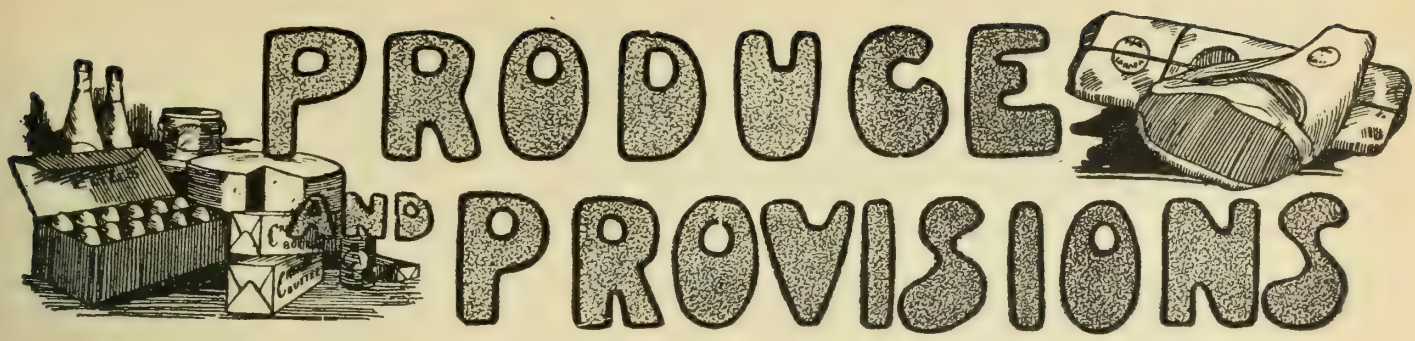
Beans, small white Japans, bu.		5 60
Beans, Lima, per lb.		0 14
Flour, standard, 98s		5 45
Rolled oats, bails		4 35
Rice, Siam, cwt.		8 75
Sago, lb.		0 12
Tapioca, lb.		0 13
Sugar, pure cane, gran., cwt.		10 99
Cheese, No. 1 Ontario, large		0 30
Butter, creamery		0 50
Lard, pure, 3s, per case		18 75
Bacon, lb.		0 47
Eggs, new-laid		0 60
Eggs, storage		0 55
Pineapples, case		5 75
Tomatoes, 3s, standard case		4 25
Corn, 2s, standard case		4 85
Peas, 2s, standard case		3 45
Apples, gal., Ontario		2 85
Apples, evaporated, per lb.		0 18½
Strawberries, 2s, Ont., case		8 50
Raspberries, 2s, Ont., case		8 70
Peaches, 2s, Ontario, case		5 50
Plums, 2s, case		4 00
Salmon, finest Sockeye, tall, case		
Salmon, pink, tall, case		10 25
Pork, American clear, per bbl.		41 00
Onions, ton		59 00
Potatoes, bushel		1 15
Apples, Washington, box	2 90	3 00
Pears, Washington, box		4 00
Grapefruit		7 50
Cranberries, bbl.		15 00
Florida oranges		6 50
California oranges		6 50
Pineapples		5 75
Lemons		8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 25.—Markets are steady this week, with no changes reported in any line. Business continues steady but on conservative lines. Steadying of prices have slightly improving effect on demand.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.		$12 50
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 25	3 30
Rice, Siam, per 100	9 00	9 10
Molasses	0 92	0 95
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 29	0 30
Eggs, fresh, doz.	0 50	0 55
Eggs, case		0 50
Breakfast bacon	0 30	0 38
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 42	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½
American clear pork	55 00	59 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.		
Apricots, per lb.	0 18¾	0 19½
Potatoes—		
Natives, per bbl.		3 00
Onions, Can., 75-lb. bags	1 75	2 00
Lemons, Cal.	7 00	7 50
Oranges, Cal., case	6 00	7 00
Oranges, Florida	7 00	7 50
Grapefruit, case	7 00	7 50
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00



Asks for Offerings of Canadian Bacon

British Ministry of Food Asks For Quotation on Reserve Stocks in Packers' Hands —Relief From Present Situation Will Probably Result—Expect Withdrawal of Export Restrictions

THE present difficulties that have been facing the packing trade seem likely to be removed, says the Financial Post. The British Ministry of Food have requested the packers to make offers on such stocks as they have on hand. This has been done, and it is confidently believed that this will result in relieving the packers of their present surplus. The British Ministry of Food evidently feels in a measure under obligation to the Canadian packers, and is taking this method of assisting them. It is generally felt, however, that this is the last assistance to be expected from that source, as the British Ministry of Food will undoubtably buy from now on in the best market offering.

With present accumulations disposed of, however, the packers are in a much better position to face the changing conditions that must inevitably arise. That this readjustment will be made at some loss to the industry is probable, but the feeling is general that the sooner this period is over, and the losses assumed, the better it will be.

No Depression Felt

There is no feeling of depression prevailing among the trade as it is felt that with restrictions removed, and business more or less returned to normal, there is the opportunity in the British market to increase shipments on domestic account to care for any decline in Government business.

As a matter of fact the Canadian packer has not been up to the present a large factor in this, his one large export market. Britain imports annually pork products to the extent of 1,261,082,032 pounds, of which Canada supplied only 130,304,900 pounds. In beef, the opportunity is even larger, Canada at present supplying only 29,680,000 pounds of a total importation of 1,077,154,000 pounds. At the present time of course there is in existence an embargo against import into Britain of pork products from any source. The British Ministry of Food is however meeting this week to consider these restrictions, and it is hoped that these will be withdrawn, and the market once again be opened to the trade.

The European Market

It is felt by some of the large packers that there should be a market in France and Belgium for some time to come, but Canada has made no effort to introduce her packing house products on these markets in the past, and it is felt that it would be a large task, and one that would require considerable outlay. As all this machinery is already in existence on the British market it is felt that efforts can probably be more advantageously devoted to enlarging that field.

As an indication that these conditions do not affect Canada alone, but represent a change that is facing the whole industry, the United States Food Administration has advised the packers that there will be no further governmental backing of the packers after present contracts lapse. The Food Board is also advising the smaller packers to combine in their efforts to secure export business, as this will not be provided for them by the Government from now on. The larger packing plants have their own plants in England, and consequently are in a good position to look after their own interests.

Protest Use of Word "Egg" on Substitutes

Delegation Representing Produce Industry — Protests the Indiscriminate Use of Word, and Urges Legislation Prohibiting Such Use—Other Matters Considered

THE representatives of the different branches of the produce trade, produce dealers and educationalists met recently at Ottawa at the call of J. S. Grisdale, Deputy Minister of Agriculture, to consider and discuss matters of interest to the industry. Among the other points raised was the use of the word "Egg" on products used as substitutes for the natural article, and it was strongly urged that the use of the word for such purposes be prohibited by law.

The legislative committee of the delegation, under the chairmanship of A. H. Wilford, of the Saskatchewan Co-operative Creameries, Limited, presented the following list of suggestions to the Deputy Minister and urged their adoption. The Minister in reply promised to give the suggestions every consideration. The suggestions were as follows:

That all shelled eggs imported into Canada be inspected in accordance with the Canadian standards for eggs.

That standards be prepared for the inspection of all egg products not in the shell.

That all products advertised as egg substitutes may not have the privilege of using the word "Egg." We believe that there is no substitutes for "eggs."

That no person, firm, corporation, or association, shall receive or demand payment for bad eggs, and, as far as possible, eggs shall be paid for on a quality basis.

That Government inspectors place a grade identification mark on the egg case of the eggs inspected, as well as giving a certificate of grading.

That egg buyers should be urged to make use of the inspector when country shipments show a heavy shrinkage, and that the inspector be authorized to make suggestions over his own name the shipper that will assist the shipper in improving the quality of "Canadian eggs."

That Government inspectors, as many as are required, be placed permanently in each province to give instruction in the handling of eggs and poultry.

Other points taken up were regarding ways and means of increasing production, and methods of increasing the consumption of eggs. It was practically decided to launch an advertising campaign with this end in view.

Prohibition of Oleo Suggested at Dairy Convention

Speaker at Manitoba Dairy Association Suggests That the Government Ban Margarine

MAYOR Chas. F. Gray, of Winnipeg, in welcoming the delegates attending the Manitoba Dairy Association, held recently in Winnipeg, stated:

"You are here to-day to discuss the ways and means of improving the dairy situation in Manitoba, and I am right behind you in this."

Alex. MacKay, president, reviewed the dairy conditions, and spoke on the future of dairying in Canada. He was of the opinion that the Government should not allow the sale of oleomargarine in Canada. Margarine was of inferior value as a food in comparison with butter. It is manufactured of scrap fats, whereas butter is pure," he asserted.

Mr. MacKay urged members of the association to seek legislation to deal with the sale of oleomargarine in the Dominion.

"Our country is practically in its infancy, and so is every industry in it. We do not yet need substitutes for anything when we can produce the original article in sufficient quantities to feed our people," he declared.

I. Villeneuve, instructor in cheese making, Manitoba branch, reviewed the cheese industry and the production of milk.

L. A. Gibson, dairy commissioner for the province, reported on dairying in Manitoba.

Prof. R. W. Brown, of the dairy husbandry division at the Manitoba Agricultural College, was the only other speaker at the morning session.

Following the speeches, the nomination committee was appointed to select subcommittees for the ensuing years. The personnel of the committee follows:

H. J. Coyle, Alex. MacKay, James Stainton, I. Villeneuve, F. Gostick, T. H. Rumball.

Dairy conditions throughout the Dominion were reviewed at this afternoon's session.

A. P. Slade, Vancouver; C. W. Thacker, Montreal; C. Marker, dairy commissioner for Alberta; George H. Barr, chief of the dairy division, Ottawa, reported on conditions in their respective territories.

The convention will close with a session Thursday morning.

McKay Named President

The dairymen's association, Tuesday evening, passed a constitution and drafted by-laws. Alex. McKay, Winnipeg, was chosen president for the ensuing year, James Stainton is vice-president.

The executive personnel is as follows: F. Gostick, Dauphin; John Tungland, Brandon; E. Farthingham, Brandon; J. Henderson, Morden; D. Hough, Rossburn; T. H. Rumball, Miami.

Manitoba won highest honors for creamery butter making in four out of five events, it was announced at the evening session.

COFFEE MARKET ADVANCES DUE TO IMPORTERS' COSTS

It has been pointed out for some time that the coffee market was an advancing one, and the views of various importers, as given in CANADIAN GROCER from time to time, have been borne out in subsequent market changes.

This week there has been an advance of from one-half to one cent lb. on several grades. A large importer said:—"There has been no reaction of the market, and nearly every operator has been selling under the market. Coffee must sell on the basis of roasted quotations, and, of course, the consumer must also pay the special import tax. This may be retained more or less permanently, and at any rate there is no indication of its being rescinded now. There is no possible chance of a decline coming on coffees in the next few months, for there is but a very limited supply in Canada or United States points. The bulk of this was also bought at the peak of the market."

STIR IN EVAPORATED APPLES; MANY CARS SOLD THIS WEEK

A considerable movement was effected early this week in the evaporated apple market. The demand for supplies for export was responsible and a great deal of interest was manifest on the part of brokers and jobbers. "I have sold our stock out and could sell more if we had it," said one large wholesaler. "There is a demand right here in Montreal now for anywhere around 15 cars, if they could be had."

This has naturally firmed the market, for several lots changed hands, CANADIAN GROCER is informed, at around 15¾c to 16c per lb., and this was for full carloads of standard grade. The apples are for shipment to Europe through New York, and the undertone for gallon apples also has strengthened materially. There has been a considerable movement of the latter on export account.

SUGAR PRICES TO HOLD

"There is an utter impossibility of any drop in sugar prices for some months to come," said George W. Brown, assistant general manager for the Atlantic Sugar Refineries, Ltd., Montreal, to CANADIAN GROCER.

Mr. Brown pointed out that there had been no reduction in the basis of coastal freight rates, although trans-Atlantic freights had declined. Raws, therefore, were costing as much as before and there could be no lowering of prices for the refined sugar. Rates have been fixed for the raw sugar by the Sugar Commission. "It is not at all probable that this Commission will permit the basis to be changed while the supplies of sugar for which contracts have been given are in effect. All indications point to prices being steady for some months to come."

NO DECLINES IN SOAP

(Continued from page 25)

glycerine. Now this source of revenue was withdrawn, and the soap would have to pay its own way. With conditions such as they were, this absolutely did away with the possibility of declining prices.

Mr. Taylor Emphatically Corroborated These Statements

World conditions unquestionably bear out the contentions of the soap manufacturers. It is possible to pick out some item used in soap manufacture that has declined, but to base upon that one item an argument that soap is bound to decline is to deceive the trade. There are a large number of components used in the manufacture of soap, and there are many changing conditions governing its market. There are none of them, however, at the present time that of themselves warrant the supposition that soap will decline. There is no likelihood of such a possibility, and the retailer should govern himself accordingly.

WHOLESALERS DISCUSS PROBLEMS

Continued from page 29

Vila, Jas. Turner & Co., Ltd.; A. McPherson, Elliot Marn Co., London; W. F. Smith, J. B. Escott Co., London; A. M. Masuret, M. Masuret & Co., London; A. M. Smith, A. M. Smith & Co., London; R. J. Carson, R. J. Carson, Kingston; J. A. W. Craig, W. G. Craig & Co., Kingston; H. D. Robertson, Geo. Robertson & Son, Kingston; C. J. Markle, J. Kenney & Co., Sarnia; W. E. Warwick, J. Kenney & Co., Chatham; H. Y. Telfer, Telfer Bros. Ltd., Collingwood; Geo. Watt, Geo. Watt & Son, Brantford; Albert Gilmour, Gilmour & Co., Brockville; H. W. Chamberlain, F. J. Castle Co., Ottawa; Alex. Lerner, E. M. Lerner & Son, Ottawa; A. J. Major, S. J. Major, Ltd., Ottawa; A. Alexander, H. N. Bate & Son, Ottawa.

Thos. G. Daye, flour and feed merchant of Avonmore, Ontario, was in Montreal on Tuesday last.

O. C. Bissell, sales manager of the Atlantic Refineries, Ltd., Montreal, is in Ontario points this week.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 25.—There is a decidedly big change again in egg prices, new-laids being as low as 48c. Selects are down to 40c. The butter market is firm, and cheese, too, is steady and fairly active. Lard has firmed and may go up more, export business having developed. Shortening is firmer, but not changed to any extent.

Poultry is very firm, there having developed recently, a large export enquiry. Sales are quite satisfactory and supplies adequate.

Cured meats and cooked are steady, and bacon is in popular demand. There has been quite a revision in fish prices, some declines being noted. Fish markets are more active.

Hog Market Firm, Steers Also Held

Montreal.

FRESH MEATS. — Markets are stronger this week and the activity more pronounced. There has been a steadier sale for most lines, and the tendencies are to firmness, although the spread on dressed hogs narrowed but is within the quoted price of last week. Cows and steers are unchanged quotably, but there is a firmness of undertone to the market generally.

Hogs, Dressed—		
Abattoir killed, small	$24 50	$25 00
Sows	21 00	22 00
Hogs (country dressed)	19 00	21 00
Hogs, live	....	18 00
Fresh Pork—		
Leg of pork	....	0 32
Loins	0 34	0 36
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	....
Trimmed shoulders	0 24½	0 25
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 22 $0 30 .Hind quarters	$0 20	$0 25
0 15 0 19 .Front quarters	0 14	0 16
0 30 0 35 .... Loins	0 25	0 28
0 20 0 28 ..... Ribs	0 20	0 26
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 27	0 26
Lambs—fresh killed	0 26	0 28
Do., frozen	0 26	0 27
Sheep		0 20

Bacon a Seller; Hams Rather Quiet

Montreal.

CURED MEATS.—There is a steady and active selling of bacon. This is in greater demand than any other item on the list and the prices for various grades are without change. Hams, while sold to some extent, are not considered active.

Hams—		
Medium, smoked, per lb.—		
(Weights) 10-16 lbs.		0 36
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 38	0 45
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 28	0 28½
Long clear bacon, small lots	0 28½	0 29
Fat backs, lb.	0 29½	0 30
Barrel Pork—		
Canadian short cut (bbl.)	52 00	54 00
Clear fat backs (bbl.)	56 00	58 00
Short cut clear pork (bbl.)	50 00	52 00
Heavy mess pork (bbl.)	49 00	
Bean pork (bbl.)	47 00	

Little Sale For Cooked Meats

Montreal.

COOKED MEATS.—The cooked meat market is less changed than any other, prices ruling steady. The market movement is not heavy and sales through the retail trade are reported light.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 48
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 50 0 54
Shoulders, roast	0 46 0 52
Shoulders, boiled	0 44

Lard Higher 1½c, Export Business

Montreal.

LARD. — There is considerable strengthening of the lard market, orders having developed, it is said, for export. Tierce price is quoted at 27½c at this writing and this is 1½c per pound over the quotation of last week. It is said that Belgium is a buyer and that supplies are also wanted for the British market. The undertone is firm and higher prices still will not be a big surprise.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 27½	0 28
Tubs, 50 lbs., per lb.	0 27¾	0 28¼
Pails, 20 lbs., per lb.	0 28	0 28½
Bricks, 1 lb., per lb.	0 29	0 29½

Shortening Holds But is Firmer

Montreal.

SHORTENING.—The undertone of the market is firmer, but there was no quotable change, excepting that a little wider range is made in some quarters. If lard continues it strength it is not improbable that shortening may advance again.

Tierces, 400 lbs., per lb.	0 26
Tubs, 50 lbs.	0 26¼
Pails, 20 lbs. per lb.	0 26½
Bricks, 1 lb., per lb.	0 27½

Little Margarine is Moving Here

Montreal.

MARGARINE.—The local market conditions are on the same basis as that obtaining for several weeks past. Best grades are selling at 34c, and the lower at 32c and 33c per pound.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.		0 30

Butter Sale Large, Supply Smaller

Montreal.

BUTTER.—The supplies of best butter are constantly decreasing, and receipts from outside points are dwindling from week to week. The demand is for best creamery, and on this the market holds steady and firm, with other grades also unchanged.

Butter—		
Creamery prints (storage)		0 53
Creamery solids (storage)		0 52
Dairy prints, choice	0 44	....
Dairy, in tubs, choice	0 42	....

Cheese Popular, is Held Steady

Montreal.

CHEESE.—There is a steady and popular demand for cheese, and the market holds firm, with no quotable change. Records show a falling off of 120,156 boxes in the last year as compared with the season previous, and supplies are consequently on the light side, export having been large.

Cheese—	
Large, per lb.	$0 28½
Twins, per lb.	0 29
Triplets, per lb.	0 30
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

Eggs Drop to 48c For New-Laids

Montreal.

EGGS.—At a price of 48c per dozen, new laid eggs are again becoming very popular as a daily article of diet. Supplies gathered from the Canadian hen are ample to supply this big market with all its requirements, many of the produce men not bringing forward any United States eggs at all. Selects are quoted at 40c and there will be further declines if the weather should remain favorable.

New-laids	0 48	0 50
Selects		0 40
No. 1		....

Export Inquiry Firming Poultry

Montreal.

POULTRY.—While there has been no advance this week for dressed or live poultry, there is a steadily firming feeling in the markets. Export business is very likely to develop in the immediate future, and this being the case it will not be surprising if advances come. The selling here is fairly well maintained.

Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 48
Broilers (3-4 lb. pr.)	0 46
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36

Large	0 32	
Small	0 30	

Fish Prices More Favorable

Montreal.

FISH.—Prices are inclined to be more favorable, supplies being ample for all requirements, although not so large as some have anticipated. There will be a good deal of activity in the coming week, it is expected, the arrival of Lent on March 4 being looked to as the beginning of larger sales for some weeks to come. Already frozen fish has been more active. Pickled and salt varieties of fish are selling better, but oysters in the shell and in bulk are in less demand. Quite a number of revisions in the list are made.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	....	0 28
Live lobsters	0 65	0 70
FROZEN FISH		
Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 12	0 13
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15	0 16
Whitefish, small	0 11	0 12
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	....	0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.	....	5 00
Lake Herrings, bag, 100 lbs.	....	6 50
Alewives	0 07	0 07½
SALTED FISH		
Codfish—		
Codfish, large brl., 200 lbs.		$20 00
Codfish, No. 1, medium, brl., 200 lbs.		20 00
Codfish, No. 2, 200 lb. barrel		18 00
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	....	2 50
Dried codfish (100-lb. bbl.)	....	20 00
PICKLED FISH		
Herrings (Scotch cured) barrel	....	13 00
Scotia, barrel	....	14 00
Do., half barrel	7 25	7 50
Mackerel, barrel	....	34 00
Salmon, Labrador (200 lbs.)	....	27 50
Salmon, B.C. (200 lbs.)	25 00	26 00
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	18 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel		$15 00
Batouche, per barrel		15 00
Scallops, gallon		4 00
Can No. 1 (Solids)	2 50	2 60
Can No. 3 (Solids)	7 25	7 50
Can No. 5 (Solids)		12 00
Can No. 1 (Selects)		3 00
Can No. 3 (Selects)		8 40
SUNDRIES		
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25
Paper Oyster Pails, ⅛ per 100		1 75

ONTARIO MARKETS

TORONTO, Feb. 26.—Live hogs are slightly easier again this week, while the tendency on fresh cuts of pork is slightly firmer. Market on beef is strong. Lard shows a stronger tendency in view of inquiries for export, and outlook generally seems somewhat brighter. Butter is holding without change, and eggs tend downward, though unchanged early in the week.

Undertone to Fresh Pork Firmer; Beef Too

Toronto.

FRESH MEATS.—A somewhat firmer tone is noticeable in both fresh pork and fresh beef, though little actual price change has been recorded. Live hogs are somewhat easier, while live beef is showing strength. No actual orders have been signed yet, it is understood, for renewal of export business, but there seems to be strong hopes that these will be forthcoming.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	$23 50	$24 00
Live, off cars, per cwt.	....	17 25
Live, fed and watered, per cwt.	....	17 50
Live, f.o.b., per cwt.	....	16 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 27	0 31
Loins of pork, lb.	0 34	0 37
Tenderloins, lb.	....	0 43
Spare Ribs, lb.	....	0 20
Picnics, lb.	0 20	0 21
New York shoulders, lb.	....	0 24
Montreal shoulders, lb.	....	0 25
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 28
Front quarters, lb.	0 17	0 18
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 28	0 30
Do., short, lb.	0 32	0 35
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per lb. below steer quotations.		
Calves, lb.	0 25	0 26
Lambs, whole, lb.	....	0 27
Sheep, whole, lb.	0 18	0 20

Above prices subject to daily fluctuations of the market.

Market Steady in Cured Meats

Toronto.

PROVISIONS.—There is a steadier feeling in all lines of cured meats with a stiffer tendency developing. Business is fairly good but could be brisker.

Hams—		
Medium	$0 31	$0 33
Large, per lb.	0 29	0 31
Backs—		
Skinned, rib in	0 45	0 46
Boneless, per lb.	0 49	0 50
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 46
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 35
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.	....	0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	50 00	54 00
Pickled rolls, bbl., 200 lbs.	48 00	52 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Firmer; Sausage

Toronto.

COOKED MEATS.—A firmer feeling is reported in cooked hams, and prices are up 1c per pound. Some sources report a revision downward in sausage of 1c per pound all around. Business is within rather narrow compass just at the moment.

COOKED MEATS		
Boiled Hams, lb.	$0 50	$0 51
Hams, roast, without dressing, lb.	0 51	0 52
Shoulders, roast, without dressing, per lb.	0 48	0 49
Head Cheese, 6s, lb.	....	0 16½
Meat Loaf with Macaroni and Cheese, lb.	....	0 29
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.	....	0 32
Veal and Tongue, lb.	....	0 25

Above prices subject to daily fluctuations of the market.

Lard Goes Higher by ½c

Toronto.

LARD.—Whereas large quantities of lard may be bought around 27c, the quotations on usual lots range about 27½c to 28c per pound, or an advance of ½c over last week's figures. Business shows up somewhat better and an export enquiry is now noticeable, which may develop into actual orders, finds tone to market improved.

Lard, tierces, 400 lbs., lb. ... $0 27 $0 28

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Steadiness Marks Shortening Market

Toronto.

SHORTENING.—Conditions remain about the same in respect to shortening. The demand is rather small, supplies ample and outlook considered satisfactory. Prices have held without change. The tierce basis, per pound, being: Easifirst, 26¼c; Domestic, 26c; Peerless, 25½c; Cotasuet, 25½c to 25¾c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb.. $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces: pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Holds Without Change

Toronto.

MARGARINE.—There have been no new developments this week of particular interest in respect to margarine—the price remains steady and the demand is within narrow limits.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Export Inquiries May Firm Butter

Toronto.

BUTTER.—The market on butter is holding steady. There are some export inquiries, and if these develop into orders, as it seems quite likely that they may, stocks on hand will be reduced appreciably. Prices show no change for the week from those which have been in effect for the past 10 days.

Butter—		
Creamery prints (storage)	$0 52	$0 53
Creamery solids (storage)	0 51	0 52
Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	....	0 52
Dairy prints, fresh separator, lb.	0 46	0 47
Dairy prints, No. 1, lb.	0 44	0 46

Eggs Tend to Lower Levels

Toronto.

EGGS.—No quotable change was shown in the price of new laid eggs early in the week, but it was anticipated that lower levels would be reached before the week was out. Supplies are coming to hand quite freely and dealers report that storage stocks are practically cleaned up now.

Eggs—		
New-laids, in cartons, doz.	....	$0 54
New-laids, doz.	0 50	0 52
Storage, No. 1, doz.	....	0 45
Splits and No. 2, doz.	0 45	....

Cheese Remains in Steady Position

Toronto.

CHEESE.—New developments are lacking in respect to the cheese market. Prices are holding steadily and the demand is considered only fair. Prices rule at the following levels:

Cheese—		
New, large	$0 28¾	$0 29
Stilton (new)	0 30½	0 31

Twins, ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Little Fresh Poultry Coming

Toronto.

POULTRY.—Receipts of fresh killed poultry and also live stock are comparatively small. There is a very good movement of frozen stock to the consuming public, and this condition is expected to prevail for some time to come. Buying prices on live roosters and chickens, under five pounds, have advanced 2c per pound. The range of quotations follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$....-$0 32	$....-$0 32
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do., young, lb.	0 32- 0 35	0 38- 0 40
Roosters, lb.	....- 0 22	....- 0 25
Fowl, 4 to 5 lbs., lb.	0 25- 0 27	0 28- 0 30
Fowl, over 5 lbs., lb.	....- 0 30	....- 0 30
Fowl, under 4 lbs., lb.	0 23- 0 25	0 23- 0 25
Chickens, under 5 lbs., lb.	....- 0 25	....- 0 28
Chickens, over 5 lbs., lb.	0 25- 0 27	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

		Dressed
Hens, light	$0 30	$0 32
Do., heavy	0 32	0 34
Chickens, spring	0 33	0 38
Ducks	0 35	0 40
Turkeys	0 45	0 46
Geese	0 25	0 28

Fish Sales Better; Prices Hold

Toronto

FISH.—Dealers report the sale of fish during the past week as much improved, and the opening days of this week started off very well. Prices show no change from the figures formerly in effect which are repeated herewith:

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	....	0 08
Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	0 16	0 17
Digby Chicks, bdle.	1 85	1 90
Boneless Digbys, box	....	2 50
Haddies, chicken	0 08½	0 09
Do., fillets, lb.	....	0 16
Do., Finnan, lb.	0 12	0 14
Herring, Kippered, box	1 50	2 75
Shrimps, can	....	1 75
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 10	0 10½
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 06	0 07
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 07½	0 08
Do., small, case, 200 lbs., lb.	....	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	....	0 08
Do., No. 1, lb.	....	0 12
Do., Extra, lb.	....	0 25
Tomcods, lb.	....	0 07
FROZEN LAKE FISH		
Herrings, Lake Superior	0 04	0 05
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 10	0 10½
Whitefish, lb.	0 14	0 15
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Herring, Labrador, bbl.	....	13 75
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 00	7 25
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tablets, cs.	4 10	4 20
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	....	13 50
OYSTERS, No. 3 size package (2½ gallons)	....	9 50
Do., No. 5 size package (4 1-6 gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	18 00

WINNIPEG MARKETS

Hogs Decline; Eggs, Butter Steady

Winnipeg.

PROVISIONS.—After a strong showing last week the hog market shows a decline and a further drop is anticipated. To-day hogs are quoted at 16½c, with prospects of prices dropping still lower. The fluctuations of the hog market are attributed to the variations of price on an export basis.

EGGS.—Receipts of eggs are becoming heavier with the continuance of mild weather. Prices are steady at 47-48c doz.

BUTTER.—The butter market has remained very steady during the past week, with prices stationary.

Little credence is given reports in the Winnipeg press to the effect that butter in Chicago has advanced 15c a lb. as result of the placing of an order for 3,000,000 lbs. for the Allied Governments overseas, though admittedly such an order would greatly disturb the butter market in this country.

CHEESE.—Though there is a general scarcity of cheese supplies, it is possible there will be some decline in prices from present levels.

Other lines of provisions are being quoted this week as follows:

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Compound—		
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	....	....
Manitoba, large fresh	....	....
Butter—		
Dairy	0 33	0 34
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2	....	0 43½
Margarine	0 31	0 32
Eggs—		
New-laid, doz.	0 47	0 48

Fish Supplies Good; Fair Demand

Winnipeg.

FISH.—The fish market is well stocked with all kinds of fish as result of a good catch of lake fish, and heavy receipts from the Pacific Coast and other sources of supply. Demand continues good and prices are steady, with a few slight changes:—

LAKE FISH	
Whitefish (cleaned), lb.	0 13½
Whitefish (frozen), lb.	0 12½
Pickerel, lb.	0 13
Pickerel Fillet, lb.	0 35
Frozen Trout, lb.	0 18
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Frozen Goldeye, lb.	0 07½
Speckled Trout, lb.	0 35
SEAFISH	
Frozen Halibut, lb.	0 22
Fresh Halibut, lb.	0 23
Frozen Salmon, lb.	0 23
Frozen Mackerel, lb.	0 18
Red Carp, lb.	0 09½
Sable Fish, lb.	0 12
Haddock, lb.	0 10
Soles, lb. (50-100)	0 08
Soles (less)	0 08½
Plaice, lb.	0 08
Skate, lb.	0 08
Smelt, lb.	0 18
White Salmon, lb.	0 16
SMOKED FISH	
Finnan Haddie (30-lb. boxes), lb.	0 16
Finnan Haddie (15-lb. boxes, lb.	0 16½
Smoked Goldeye, lb.	0 17
Smoked Codfish, lb.	0 20
Smoked Fillet (15-lb. boxes), lb.	0 22
Bloaters (25-lb. boxes), case	2 85

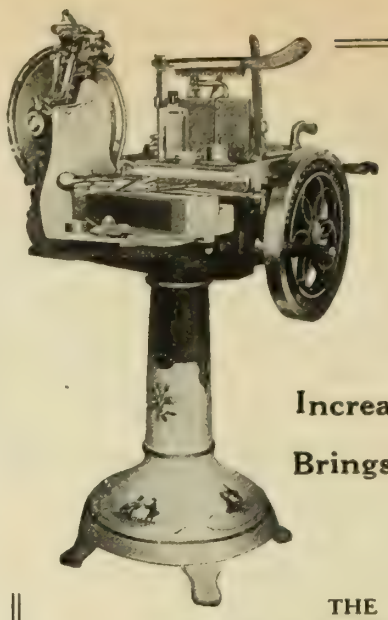
CONDENSED MILK OUTPUT INCREASES 100 PER CENT.

The output of condensed milk and milk powder in the Dominion increased 100 per cent. in 1917, according to the report of the Minister of Agriculture for the year ending March 31, 1918.

LARD

In a recent ad in the Canadian Grocer we advised buying Lard at going price. We think you will admit our advice was sound as price is much higher to-day. We do not think you will go astray in buying at to-day's prices. Made under Government inspection.

F. W. Fearman Co.
LIMITED
Hamilton, Canada



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Increases Your Profits and Brings New Customers

THE
FREEMAN
20TH CENTURY
HAM AND BACON SLICER

is clean and rapid. Saves time and prevents waste, producing a perfect slice any desired thickness from a wafer upwards. Full descriptive list at your request.

THE W. A. FREEMAN CO., LTD.
HAMILTON, CANADA

Branches at : Toronto, 114 York St. Winnipeg, 209 McDermitt Ave.
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If you need a refrigerator you need an "Arctic"

Whether for domestic or commercial purposes there is no better refrigerator to-day than the **"Arctic."**

Built into it are those practical principles of efficiency and economy evolved and developed by experts who have made an exhaustive study of scientific refrigeration.

Don't decide until you've seen the complete **Arctic** line described and illustrated in our new catalog which will be mailed you free.

John Hillock & Company
Limited
TORONTO

57 57

The Heinz reputation for purity, cleanliness and real food value, guards the quality of

HEINZ
BAKED BEANS

Display this wholesome and nutritious food product with advertising cards and recommend it to your customers.

Baked Beans with Pork and Tomato Sauce.
Baked Pork and Beans without Tomato Sauce.
Baked Beans in Tomato Sauce without Pork.

57

All Heinz Goods Sold in Canada are Packed in Canada.

57 57

Swift's Premium Oleomargarine can be used wherever butter is used for table or cooking purposes with equally satisfactory results
Oleomargarine
Swift's Premium
Made in Canada
Swift's Premium Oleomargarine

YOUR OPPORTUNITY

To Increase Sales and Profits

The extensive advertising campaign we are now running in the leading publications throughout Canada for

Swift's Premium Oleomargarine

gives you a splendid opportunity to link up your store with this campaign and increase your sales and profits. *Suggestion helps sales.* A neatly dressed window or store display of Swift's Premium OLEOMARGARINE is a suggestion to the housewife who has seen the advertisement. She sees and buys.

We will gladly furnish attractive Display matter upon request. See our salesman or write direct.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

(Canada Food Board License No. 13-170, 13-171, 13-172)

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax · N.S.

Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

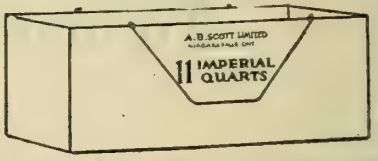
E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

BUY

BUTTER BOXES, EGG CRATES and BASKETS

Your customers will buy them if you take the trouble to introduce them.

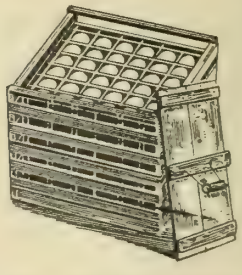


3-qt., $4.50; 6-qt., $6.50; 11-qt., $8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St., Montreal, Que.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

A New Indian Chief Brand Line

Prepared Herring

Sound, well-selected fish prepared by our well trained and expert girls in a clean, sanitary factory.

A special system of processing reduces the bones of these fish to a degree of softness where they are hardly noticeable. From their natural element until they are sealed in the cans labeled "Indian Chief" Brand Prepared Herring is but a matter of a very few hours.

Show this line in your Canned Fish displays. Their quality and convenience will appeal to every customer.

Shaw & Ellis

Pocologan, Charlotte Co., N.B.

Canadian Food Board License No. 1-718

BRUNSWICK BRAND

Nothing but the choicest pick of the season's catches

The Seal of Brunswick Brand is a rock-fast guarantee of unstinted quality and certain repeat sales.

You can build up your fish department — build it up on the firm basis of Quality and Value—by selecting a stock of Sea Foods from the attached list and by showing them regularly in your displays:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

License No. 1-603

Do Your Bit!

BUY W-S S WAR-SAVINGS STAMPS

DO not think patriotic work is a thing of the past. The great need to-day is to repatriate the returned soldier, and to promote Prosperity so as to solve the problem of the War Burden.

The Dominion of Canada requires your help.

You can be a vital factor in the Government's plan to sell War-Savings Stamps by getting your customers to buy Thrift Stamps.

If they buy the Thrift Stamps from you, they will soon be War-Savers, helping themselves and the country in the great work of Reconstruction.

Put up your Thrift signs, get your stock of stamps, and push the sale among your customers.

Every Bank and Money-Order Post Office carries Thrift Stamps.

SELL THRIFT STAMPS

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C.4, ENGLAND

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard ***Ground Rice Custard***
Barley Flake Custard ***Tapioca Custard***
Sago Custard ***Semolina Custard***

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz and 18 oz. All with keys.

Special Quotations upon Application

If any advertisement interests you, tear it out now and place with letters to be answered.

JAPAN TEAS

☛ Imports of Japan teas from 1918 crop are only fifty per cent. of average imports in previous years.

☛ Only very small quantities of the finer grades are available and we advise our customers to complete their purchases for the next six months' trade at once.

☛ No further imports will arrive until the new crop is available in July next. Present stocks are not equal to the normal consumption.

Higher prices are inevitable

KEARNEY BROS., LIMITED

Wholesale Tea Merchants

33 St. Peter St. MONTREAL

ESTABLISHED 1874

KEYSTONE BRAND
Uniformity
In order to turn out a good, even job, uniform bristles in the brush you use are necessary. In the manufacture of
"KEYSTONE"
Kalsomine and Whitewash Brushes
the bristles are not assembled by guesswork. The quantity of bristles used in each brush is carefully weighed out, thus assuring absolute uniformity.
Your customers will appreciate this feature in Keystone Brushes. Tell them about it.
Write for prices, etc.
Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.
STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

KING GEORGE'S NAVY

CHEWING TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler to ship you.

Rock City Tobacco Co., Ltd.

"Riteshape"

THE DISH THAT CARRIES DISTINCTION

Consider the package in which the Riteshape dish reaches you. A strong wooden crate made from wood useless for any other purpose. No materials are used to crate Riteshapes that would serve any more desirable purpose. Those parts of the log that do not make Riteshapes make the crates the Riteshapes are packed in. No other industry is robbed.

Each crate contains two stacks of Riteshapes.

Each stack is wrapped and sealed in strong kraft.

You open one stack at a time—the other stack remains protected from dust and dirt.

The open crate affords no place for animals or vermin to sleep or make nests.

The crate takes up the minimum amount of space under your counter and in your store room.

It is easy to take a dish from the stack, no fumbling in a box where a lot of dishes are rattling around in the dust where the cat was sleeping.

Riteshapes are full counted. Count and quality absolutely and unqualifiedly guaranteed.

You get what you buy and it's worth what it cost when you buy a crate of Riteshapes.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc.
Manufacturers
TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.
Distributors
TORONTO, MONTREAL, HALIFAX

That pure, good Salt that your good customers want—

Century SALT

Made by improved vacuum process. Well advertised. Well liked everywhere.

For "something special" offer SIFTO—it flows freely in all weathers.

If your jobber cannot supply you, write to

DOMINION SALT CO., LTD., SARNIA, ONT.

Manufacturers and Sihppers

Y & S

STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$ 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 50

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

EVAPORATED MILK

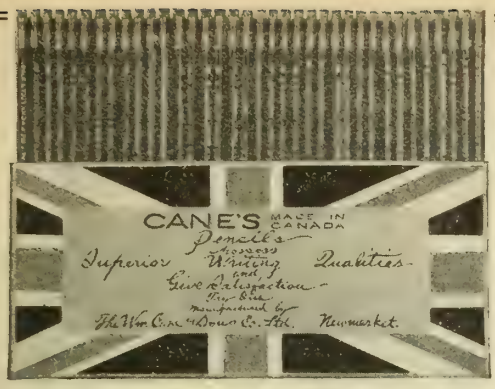
St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$ 25
Reindeer Brand, small, each 48 cans	$ 50
Regal Brand, each 24 cans	$ 90
Cocoa, Reindeer Brand, large, each 24 cans	$ 25
Reindeer Brand, small, 48 cans	$ 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.90; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.40; 2s, $8.40.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton—$7.25; 2s, $14.50, square cans, $48.00.
Roast Mutton—1s, $7.25; 2s, $14.50; 6s, $48.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
Stewed Ox Tail—1s, $2.40; 2s, $4.40.
Stewed Kidney—1s, $4.40; 2s, $8.40.
Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat—1s, $3.90; 2s, $7.80.
Corn Beef Hash—½s, $1.90; 1s $3.90; 2s, $5.90.
Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $9.90; 6s, $30.00
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.40; 2s, $8.40.
Boneless Chicken—½s, $5.90; 1s. $9.00.
Boneless Turkey — ½s, $5.90; 1s $9.00.
Ox Tongue—½s, $3.90; 1s, $8.40 1½s, $13.40; 2s, $17.20; 3½s. $29.70; 6s, $45.
Lunch Tongue—½s, $3.90; 1s, $6.90
Beef Suet—1s, $6.40; 2s, $12.40.
Mince Meat (Tins)—1s, $2.90; 2s $4.00; 5s, $12.90.
Mince Meat (Bulk)—5s, 19c; 10s 18c; 25s, 17c; 50s, 16c.
Chateau Brand Pork and Beans with Tomato Sauce—Ind., $1.10 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $18.25.
Clark's Pork and Beans, Tom. Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s talls, $3.85; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10. 12s, $18.



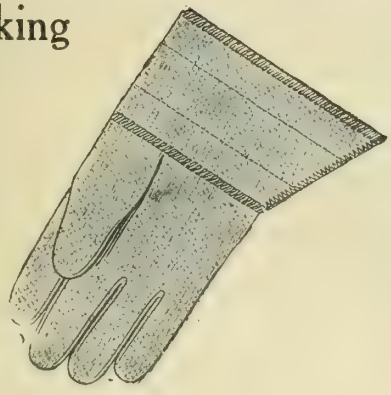
Put a Cane Canadian Pencil Display Stand on your counter and win extra sales and profits

Here is a splendid selling proposition, Mr. Dealer.
An attractive eye-catching counter display containing half a gross of good, easy-writing CANADIAN-MADE pencils, every one tipped and priced to retail at 5c each.
You get the whole assortment for $2.40 and the display stand will sell them for you without any extra trouble at all.
Get your share of this profit. Ask your wholesaler or write direct to

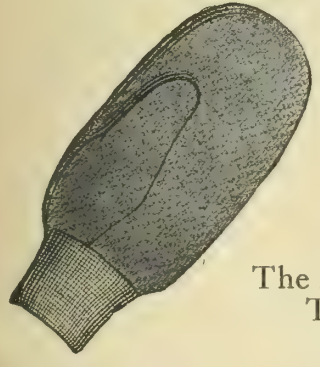
The
Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

For the working men of your town

in fact for every man because practically every man needs a good, roomy, serviceable pair of working gloves.



TAPATCO
REGISTERED TRADE MARK
BRAND



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement.

Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company
Chatham, Ontario

Chili Sauce (red and gold label)—Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables, 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.40; 1s, $3.90.
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40
Potted Meats (Assorted)—¼s, 8$c.; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1.40
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s, $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40:
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass) — ½s, $8.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter—¼s, $1.40; ½s, $1.90; 1s, $2.30; in pails, 5s, 29c. 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$13 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	Cents
40 lbs. Canada Laundry	.09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	.09¾
200-lb. bbls., No. 1 white	.09¾
30 lbs., Edwarsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¾
100 lbs., kegs, Silver Gloss, large crystals	.10¾
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¼
40 lbs. Canada Pure or Challenge Corn	.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs	.20

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 38½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.80

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD

	Doz
Robinson's Patent Barley—1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.85
Creams, Black and Tan	1 2
White Cleaner	1 2

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plugs, 10s. 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 9s. 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JAPAN TEA
—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.
The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.
"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.
18

Ads like this in the big Dailies
Keep the Grocer's Stock of Japan Tea Moving

Dealers handling Japan Tea have come to regard this delicious stimulant as one of their best selling lines—one that retains old customers and attracts new.

You, too, will find Japan Tea an excellent addition to your tea department. Try it.

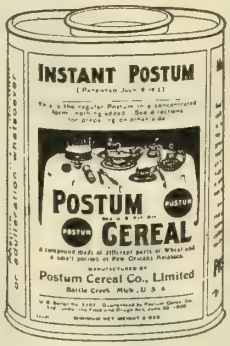
The Gauge of Popularity

In no other way is the test of popularity so exactly shown as by the **Sales Record.** Gauged by this test, **Postum** is going strong!
Every day, too, some new friend expresses delight and satisfaction by letter or word of mouth over this really delicious cereal drink. You, Mr. Grocer, are strictly in line for increased sales and profits by careful display of Postum packages on shelves and counters and in window-trim.

Consistent Sales Policy, Heavy Advertising, and Guaranteed Sale are behind

POSTUM

Canadian Postum Cereal Co., Ltd., Windsor, Ontario



W. C. MACDONALD
MANUFACTURERS OF FINE (REG'D) TOBACCOS,
MONTREAL.

Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

PLUG SMOKING	PLUG CHEWING
"BRITISH CONSOLS"	"PRINCE OF WALES"
"INGOTS" (Rough and Ready)	"NAPOLEON"
"BRIER"	"CROWN"
"INDEX"	"BLACK ROD" (Twist)

Distributed by Leading Wholesalers.

W. C. MACDONALD, REG'D.

Established Over 60 Years

TOBACCO MANUFACTURERS **MONTREAL**

--Speed up

Your Spring Sales with

CHICKEN

(LILY BRAND)

HADDIES

REGISTERED

A delicious fillet of tender young fish from the salt waters of the Atlantic.

Order from your wholesaler to-day.

Packed at Canso, N.S., by the

MARITIME FISH CORPORATION, Limited

Head Office and Sales Dept.
MONTREAL

Plants at
CANSO, N.S. and DIGBY, N.S.

Packers of the Celebrated Maple Leaf Canned Codfish Flakes

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—**Weekly Commercial Newspaper**

The MacLean Publishing Company, Limited

153 University Avenue, Toronto **Southam Bldg., 128 Bleury Street, Montreal**
1207 Union Trust Bldg., Winnipeg, Man.

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(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents : HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
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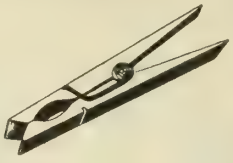
DOMINION SPRING CLOTHES PINS

For Sale by all Wholesale Grocers and Jobbers



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FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

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Agents for the Province of Quebec
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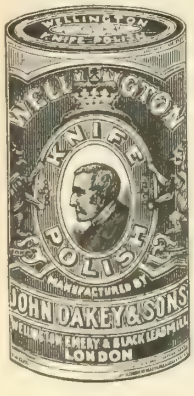
DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST



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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

AGENTS:
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JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ⅛s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ⅛s,, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in boxe, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

FISH

Be ready for the increased demand during Lent. We offer:

Fresh Frozen Halibut
Red Springs Cohoe and Qualla Salmon
Steak and Medium Cod
Haddock and Pollock
Lake Superior and Sea Herrings
Labrador Salt Herrings
Finnan Haddie

Get our prices. We can save you money.

DUNCAN'S LIMITED

NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

New Arrivals

California Pears

Winter Nelles
and
Easter Bueries

California Cauliflower

California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit

Stripes Brand

Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver.

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

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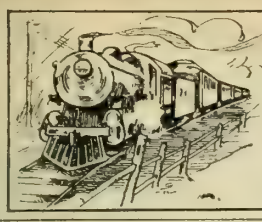
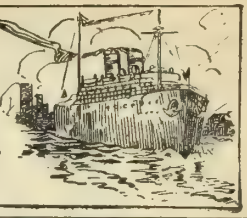
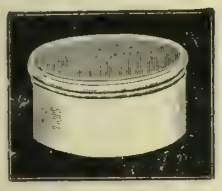


BUYERS' MARKET GUIDE
Latest Editorial Market News



Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg
TOTONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

All these ads will have position on a live page each week containing reading matter.

SOAP TO HOLD

There has been a considerable amount of price-cutting taking place on soap. This has been largely induced through the heavy stocks carried by some wholesalers who wish to unload. When replacement of stocks so sacrificed becomes necessary it will be found that replacement values are in many cases higher than what stock has been sold for.

This is the situation as outlined by the manufacturers, who see no present prospects of lower prices. Heavy stocks of high-priced materials are on hand and unless competition enters into the situation to bring about a general reduction of prices, present figures will be maintained for some time to come. It is stated by factors conceded to be most closely in touch with the situation, that there is no justification for slaughtering stocks, and market conditions at the present time do not warrant a general decline from to-day's values.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

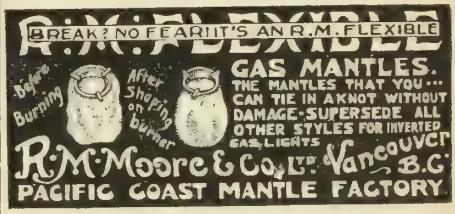
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your
BUTTER, EGGS, POULTRY Etc.
We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal
Phones :
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—GOOD CASH REGISTER; ALSO two show cases or silent salesmen. Deloro Trading Co., Ltd., Deloro, Ont.

A LARGE PACKING HOUSE REQUIRES THE services of a real, live progressive salesman 23 to 28 years old for country territories. Good opportunity for one who has initiative and selling ability. Reply in own handwriting, stating age, experience, salary expected and personal description. Box 500, Canadian Grocer.

SITUATIONS WANTED

GROCERY CLERK OPEN FOR POSITION, 16 years' experience. Live salesman, experienced buyer. References. Box 504, Canadian Grocer, Toronto, Ont.

FOR SALE

JEWEL WASTE PAPER BALER, FIRST-CLASS condition. Ten dollars. Trout Creek Store Co., Ltd., Trout Creek, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock $9,000.00, but will be reduced to suit purchaser. Turnover $28,000.00. $2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MR. CLERK, HAVE YOU EVER THOUGHT you would like to be able to print up-to-date show cards? Our system by correspondence is thorough and complete, and it takes only a short time to complete the course. Free outfit and easy terms. Write the Art Card Writing Studio, 1766 Hamilton St., Regina, Sask.

WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver-iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

AGENCIES WANTED

TWO LIVE SALESMEN WITH GOOD CONnections among Grocers, Bakers, and Butchers, are desirous of going into the commission business in British Columbia and are open for good Agencies in that Territory. Apply Box 502. Canadian Grocer, Toronto, Ont.

MERCHANTS' STATIONERY

150 EACH — LETTERHEADS, ENVELOPES, Statements and Shipping Tags—postpaid anywhere in Ontario, $5.00. Other provinces, $5.25. The Farmer's Printery, Beaverton, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

EXERIENCED LADY DESIRES POSITION IN Village General Store. Apply Box 508, Canadian Grocer, Toronto, Ont.

UP-TO-DATE GROCERY BUSINESS, CORNER Nile and Brunswick Sts. Splendid locality, close to Romea Ward School. Large store and dwelling, two stories high, brick. Price on application. Can reduce stock if required. Good reason for selling. Albert W. Lloyd, 84 Nile Street, Stratford, Ont. Phone 222w

WANTED — 200-ACCOUNT McCASKEY ACcount register, second-hand; wanted second-hand Cash Register, counter size. L. Elsley, R.R. No. 1, Campbellville, Ont.

COLLECTIONS

Now is a most opportune time to go over your books and send your list of outstanding accounts to us.

The many letters we have on file from satisfied clients testify to the thoroughness of our service, our integrity and fair treatment. Let's get acquainted.

NO COLLECTION—NO CHARGE.

THE NAGLE MERCANTILE AGENCY
Westmount (Montreal) Que.

Give your customers an opportunity to taste Maypole Oleomargarine

OTH you—and they—will be delighted at the excellence of this product—the most delicate and delicious brand of oleomargarine you could ever wish to buy.

Untouched by hand—made from pure, healthful materials—this is more than a butter SUBSTITUTE. It is an actual COMPETITOR of butter.

Besides consisting of the finest fats and oils, Maypole Oleomargarine contains a large percentage of creamery butter. This accounts for its fresh, sweet, butter-like flavor. In fact, in appearance, taste and consistency it is very difficult to distinguish it from "finest creamery."

Send TO-DAY for a trial order of Maypole Oleomargarine. Your customers will appreciate it and it will prove one of the best sellers you have in your store. Give your order to our Traveller when he calls—or drop us a postal card.

THE WILLIAM DAVIES COMPANY LIMITED

MONTREAL TORONTO HAMILTON

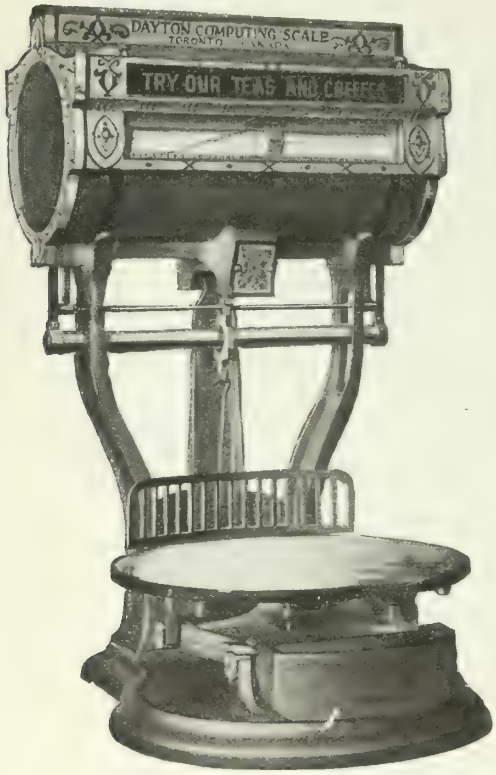
Canada Food Board Packer's License No. 13-50

DAYTON

Automatic Scale

The modern scale of Justice

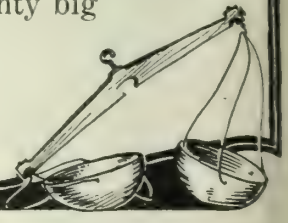
The Dayton---Made in Canada



"RECONSTRUCTION" BUSINESS

In the "reconstruction" period competition will be keen, but business and profits will go to the efficient store as surely as iron to the magnet.

No store is more efficient than its weighing machines will permit it to be. Put in Dayton Computing Scales and you are absolutely sure that you get paid for every fraction of weight of everything you sell. That is a mighty big
be sure of.



There is no use in making a present to your customers of the "down weight" every time you weigh anything. The customer doesn't appreciate it, doesn't always know he is getting it, thinks you are "soft" for giving it. The "down weight" belongs to you. Absolute justice both to you and your customers demands that you instal the Dayton Computing Scale. The greenest clerk can get the same results as the veteran storekeeper.

Let us send you our latest catalogue.

Dayton Computing Scales

Royce and
Campbell Avenues
Toronto, Ont.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollereth Electric Tabulating Machines

FEATURING ARTICLES FROM HAMILTON MERCHANTS

CANADIAN GROCER

Published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, MARCH 7, 1919 No. 10

Welch's

"THE NATIONAL DRINK"

For fifty years, Welch's Grape Juice has been made with the same unvarying standard of purity and quality. It has grown steadily in popularity and sales. Its merit as a healthful, satisfying drink has made it a staple asset to the grocer. A product which assures quick turn-overs and a worth-while profit.

The splendid Welch plant at St. Catharines stands for the permanence of Welch quality as a Canadian institution.

The biggest selling season on Welch's is fast approaching. Are you equipped with window display material to make the most of it? If not, please let us know.

Welch's, The National Drink, and Welch's Grapelade, a pure grape jam, are sold by leading jobbers.

Canada Food Board
Canners No. 14-272
Bottlers No. 15-164

The Welch Co., Limited, St. Catharines, Ontario

It Pays to Display O-Cedar

This O-Cedar Display Stand will help you to give O-Cedar its merited prominence on your counter. Free with an order for $27 (net) worth of O-Cedar Products.

This attractive sign for window or counter comes to you complete with cord and lamp, ready to be attached to any electric light socket. Free with an order for $40 worth of O-Cedar Products.

THE other day, a merchant told us he would like to display O-Cedar Products, but he had not room enough. After talking the matter over, however, he came to the conclusion that he couldn't afford *not* to show O-Cedar in one of the most conspicuous parts of his store.

He had forgotten to take into consideration the fact that O-Cedar Products are among his most quickly-moving specialties. Some of the lines he had been featuring most prominently would only sell to an ordinary family about once every ten years. O-Cedar Polish, on the other hand, from six to twelve times a year for the ordinary household.

When you consider the good percentage of profit that you make on each sale of O-Cedar, and multiply that by the number of sales per year to each customers, can you think of any article which better deserves the most expensive display space in your store than O-Cedar Polish, and O-Cedar Polish Mop?

If you, too, have overlooked O-Cedar Products in the arrangement of your store and window display, consider the claims of O-Cedar fro mthe standpoint of possible profits, and you will be sure to look up the conspicuous part for showing this money-making line.

Before this day's work is over, will you instruct your clerks to give O-Cedar "preferred position" in your store.

Order from your jobber.

Channel Chemical Company, Limited

369 Sorauren Ave. - Toronto

Make every day a Borden day in your store

The Original and Leading Brand since 1857.

The demand for Borden's is not limited to any particular day or confined to any particular season.

Every day everywhere people are buying BORDEN MILK PRODUCTS and grocers are benefiting accordingly.

A daily Borden display means big sales—repeat sales—customer satisfaction and a good, wide profit margin.

Remind your customers that you sell and recommend Borden's—the milk products of unbeatable quality.

Keep your stock out in front.
If it needs replenishing call up your wholesaler

Borden Milk Co., Ltd.

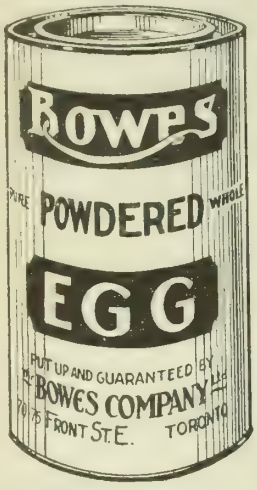
"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

Not An Egg Substitute—
AN EGG POWDER

Bowes' Pure Powdered Whole Egg is made from absolutely nothing but fresh eggs, and there is no similarity between this product and so-called egg substitutes. It may cost more, but the results it gives are well worth the difference in price and your customers know and appreciate this fact.



Sell it on its merits! Tell your customers how much more economical it is than eggs in the shell, and how it will give identically the same satisfactory results.

We are making this product known to your customers. All you need do is to cater to the demand.

ORDER A FEW TINS TO-DAY AND SEE HOW QUICKLY THEY'LL SELL

The Essence of Successful Preserving

Fruit Jars with Those Essentials Guaranteed

SAFETY **SANITATION**

CROWN **GEM**

SCREW TOP

SIMPLICITY

PERFECT SEAL

Easy to Operate

The Rubber Ring Seals the Jar

LIGHTNING FASTENER

Reliable

Extra Quality Rubber Ring in Each Jar

SCREW TOP

Lessen Labor--Buy Good Jars--Ensure Success

Procure Your Supplies NOW Through the Jobbers

Dominion Glass Company, Limited

Toronto, Hamilton, Montreal, Wallaceburg, Redcliff

CLARK'S
PREPARED FOODS

Corned Beef — Roast Beef

English Brawn — Boneless Pigs Feet

Stewed Ox Tail — Stewed Kidneys

Cambridge Sausage — Geneva Sausage

Corned Beef Hash — Irish Stew

Lunch Tongue — Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans

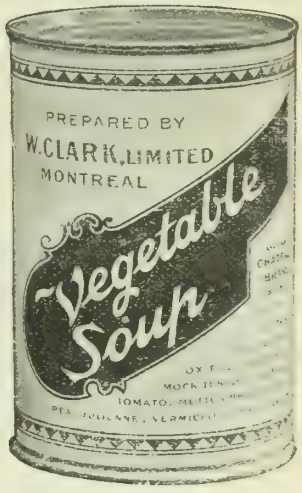
Clark's Concentrated Soups

Clark's Peanut Butter

Clark's Potted Meats

Clark's Canadian Boiled Dinner

Etc., Etc.



Sellers All ***Buy Now***

W. CLARK
LIMITED

Clark's **MONTREAL**

CANADA FOOD BOARD LICENSE No. 14-216

PANCAKE TIME NOW!

Tasty, wholesome, delicious pancakes! Was there ever a housewife that didn't delight in treating the family to these healthful, nutritious little cakes? The best pancakes are made with

WHITE SWAN PANCAKE FLOUR

Self-Rising

Ready for instant use, requiring only to be stirred up with water or milk to make the most delicious pancakes, muffins or gems.

Get stocked with White Swan Pancake Flour and recommend it.

WHITE SWAN SPICES & CEREALS, LTD.

TORONTO, CANADA

REPRODUCTION of SPECIALITIES

MANUFACTURED BY

HENRY THORNE & Co. LTD

LEEDS ENGLAND.

ESTABLISHED OVER 80 YEARS.

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated March 7, 1919. **Being No. 24 in the Series**

Interior of the Eddy Co. Mechanical Pulp Mill

This is the interior of the building illustrated in last week's issue of this series. The three machines in the foreground, which look like siege guns elevated for action, are three of the great grinders. Between the two nearest grinders are piled logs of spruce and balsam which go into the machines solid, and come out liquid. The grinders get hot and steam as if boiling during the process, but the heat is due only to friction. Great stones, like millstones, do the grinding. There are no iron teeth of any kind. The logs are simply pressed hard by hydraulic rams against the revolving grindstones, and in a minute or so they become pulp. The stones do such hard work that they last only six or seven months, a year at the very longest. From the grinders the pulp goes to the strainers which free it from rough particles. It can then be pumped away for use in the manufacture of paper, and indurated ware after undergoing further improving processes.

EDDY'S

SELF-OPENING, BOX-SHAPED

GROCERY BAG

Watch for articles in this series describing the making of Eddy paper bags

All Patriotic Grocers and Storekeepers Should Sell THRIFT Stamps

SELL Thrift Stamps, not because there is any immediate profit for you in such sales, but because the Dominion of Canada needs your patriotic co-operation in its plans to ensure Prosperity.

If the smaller savings of the people can be made available to finance Government expenditure, then the larger public investments will be free for industrial securities, thus promoting general Prosperity, in which every storekeeper is vitally interested.

Get your customers to take a Thrift Stamp in place of 25c change whenever you possibly can. Display your sign. Explain that Thrift Stamps are a means to acquire War-Savings Stamps, and people should strive to fill their Thrift Cards as quickly as possible.

EUREKA

The Standard of Scientific Refrigeration

SIMPLE!
EFFICIENT!
SAVES ICE!

Eureka Principle Cold Dry Air Circulation

Patented 1886, 1900, 1910, 1914, 1917

Purchase **Now,** we do not want to disappoint you on delivery.

Write for our new Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

Sun-Maid Means—What?

Nowadays, when anyone says "Raisins," you know he means Sun-Maid Raisins. And when the name Sun-Maid is spoken, you know it means Raisins. This is consumer recognition of a superior product.

Sun-Maid Seedless Raisins

Through our advertising, Sun-Maid Seedless Raisins (in red packages) are becoming more and more popular.

Three kinds of Sun-Maid Raisins: Sun-Maid Seeded Raisins (seeds removed); Sun-Maid Seedless Raisins (grown without seeds); Sun-Maid Clusters (on the stem).

SUN-MAID RAISINS

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 9,000 Growers

FRESNO, CALIFORNIA

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Local Newspapers Bring Orders To the Grocer

Write for a copy of "Carnation News," a 12-page newspaper full of interesting facts and pictures about Carnation Milk.

The Carnation News

ANNOUNCING THE WINNERS IN THE BIG PRIZE WINDOW CONTEST

SHOW WINDOWS THE STORE'S BEST ADVERTISING

WHAT SOME OF THE WINNERS SAY

To us, advertising is an investment. We must not lose the value of what has gone before. Carnation advertising must be continuous, always compelling, always frequent.

Canadian newspapers are carrying, and will continue to carry, the Carnation message into thousands of Canadian homes. The grocer who backs up the advertising with a Carnation counter or window display will find Carnation Milk in most orders.

Your jobber has Carnation or can get it for you.

Carnation Milk Products Co.
Limited
AYLMER, ONTARIO
Seattle and Chicago, U.S.A.
Condenseries at Aylmer and Springfield, Ont.
Canada Food Board Licenses, 14-96 and 14-97

"from Contented Cows"

Carnation Milk

"MADE IN CANADA"

Remember your Jobber has Carnation Milk

Make a cross X in the square ☐ to show items you desire. Then mail this to California Fruit Growers Exchange, Dealer Service Department, Los Angeles, California.

Check the Ones You Want
And Mail This To Address Below

Order the displays by number if you wish to keep this page

☐ **1.** I am interested in getting helpful display material and selling ideas.

2. Send me **free display material** that will suggest to my customers attractive ways of serving oranges and lemons.

(CHECK THE PIECES DESIRED):

☐ **(a)** Set of **4 full-color orange cards,** 11 x 21 inches.
These cards are printed in seven beautiful colors on stiff cardboard. They are highly decorative.

☐ **(b)** String of **7 oranges for window hangers.**
This is an ingenious string of cardboard oranges with foliage in natural colors. The string may be hung overhead in the store with good effect. Fits anywhere.

☐ **(c) Muslin banner** 18 x 48 inches, in colors.
This banner bears the wording "Sunkist California **Oranges.**" It is an attention-getter.

☐ **(d) Muslin banner** 18 x 48 inches, in colors.
This banner bears the wording "Sunkist California Lemons" and will remind your customers that you carry Sunkist fruit.

☐ **(e)** Package of extremely convenient **lemon price cards.**
In attractive colors and containing space in which to write price per dozen. Each card contains an illustration showing a special use for lemons. Placed on bins or boxes, they draw attention and suggest extra buying.

☐ **3.** Send me advance color proofs of full-page **Sunkist advertisements** appearing in national magazines.
These artistic advertisements, with publication dates, will enable you to anticipate and take advantage of the orange and lemon advertising. Color proofs of the latest Sunkist ads make splendid posters to hang up in your window.

☐ **4.** Send me your offer under which I can get the **new fruit-box racks.**
We sell these at cost because we know they increase fruit sales and save valuable time and store space. These racks mean added profit to every fruit merchant. Don't fail to send for this circular.

☐ **5.** Send me **free** package of **Sunkist recipe books** for my best customers.
This is the popular little art booklet, containing over 200 recipes, which has been sent to 250,000 persons. Women prize this booklet, which has been mentioned in all our advertising for two years.

☐ **6.** Send me **free Sunkist electrotypes,** or cuts, for newspaper advertisements.
These cuts are used very effectively by dealers who advertise in local newspapers. They are a real decoration in any ad. If you prefer we will send you a book of proofs from which you can choose.

☐ **7.** Send me information regarding **free stereopticon slides** for moving picture theaters.
These slides are different from anything you have ever seen in a picture theater. The orange color makes a powerful display on the screen. We put your name and address on each slide free.

8. Send me your **free booklets of information** on lemons and oranges.

(CHECK THE BOOKLETS DESIRED):

☐ **(a)** How to display California oranges and lemons.

☐ **(b)** Why California oranges and lemons are picked and shipped every day in the year.

☐ **(c)** How California oranges are grown and prepared for market.

☐ **(d)** How California lemons are grown and prepared for market.

☐ **(e)** The food value of oranges.

☐ **(f)** The health value of oranges.

☐ **(g)** What the California Fruit Growers Exchange is.

Write Your Name and Address Plainly on the Lines Below and Mail This Sheet To
CALIFORNIA FRUIT GROWERS EXCHANGE, Dealer Service Department, Los Angeles, California

The California Fruit Growers Exchange is a co-operative, non-profit organization of 8000 fruit growers which markets the fruit of its members at absolute cost. It aims to extend its co-operation to the wholesale and retail trade. The Exchange is in position to help any fruit dealer by giving him new ideas and selling aids.

All of the material listed on this sheet has been tested for its selling value in actual stores. Since it costs considerable money, its distribution is worth while only if it helps you to sell more fruit. We aim to use strict economy in distributing it and urge, therefore, that you ask only for the material which you can actually use to advantage.

Name .....

Street and Number .....

City ..... State .....

Mail this to
CALIFORNIA FRUIT GROWERS EXCHANGE, Dealer Service Dept., Los Angeles, Cal.

Everybody's Favorite

Make it your big Summer Seller

When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD L TD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Winnipeg Warehousing Co.
Winnipeg
Prompt and Efficient
SERVICE
Ship your consignments in our care We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.
WAREHOUSING
DISTRIBUTING
STORAGE

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

Trackage
Storage
Distribution

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.
Some of our salesmen do retail selling exclusively.

We are agents for Christie's Biscuits and Robertson's Confectionery.

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

Mention This Paper When Writing Advertisers.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

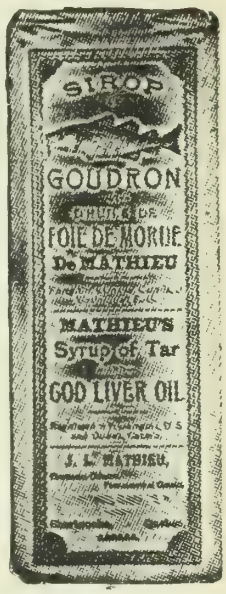
GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

Introduce every customer to
Mathieu's Syrup of Tar and Cod Liver Oil

With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.



J. L. Mathieu Co.,
Proprietors
SHERBROOKE : ; QUEBEC

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?
In Buying a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

To Manufacturers' Agents

Manufacturers are always looking for aggressive brokers to represent them. Keep your name and territory covered to the front, thus impressing them with your aggressiveness. The Manufacturers' Agents' directory is the right place to have your card.

The rates are reasonable. For one inch each week for one year the cost is only $1.60 per insertion. For two inches for the same time the cost is $3.20 an issue.

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker, Flour, Feed, Provisions
84 Peter Street, Quebec
I am buyer of Peas, Beans and all kinds of Feeds and Grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

Genest - Genest, Limited
Grocers' Specialties
If you want good, live representation by experienced salesmen, write us.
Best references can be furnished on demand.
Board of Trade Bldg., - Montreal

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

ATLANTIC MILLING CO., Limited
PICTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.
Mdse. Brokers, Man'f's Agents
Liberal Advances Made on Consignments
18 Germain St., St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER

105 Hibben-Bone Bldg., Victoria, B.C
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade

Victoria **Vancouver**

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

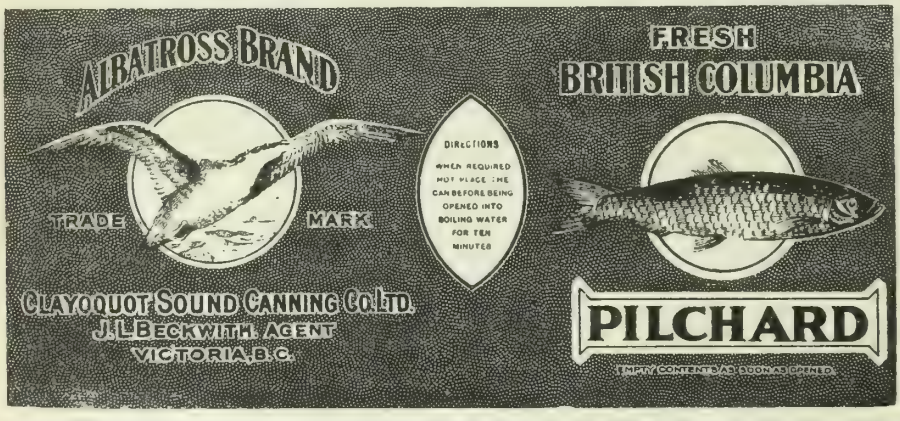
M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

A. T. CLEGHORN
Merchandise
BROKER
Stock Exchange Building, 326 Homer St.
VANCOUVER, CANADA
Accounts solicited for British Columbia

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious **Sea Food** and with the prevailing big demand for fish dealers will find **Albatross Brand** Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's KIPPERED HERRING

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

We are Importers of

Oriental Lines

—Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Gingers, Hen Egg Albumen, Dry Hen Egg Yolk, etc., which are handled throughout Canada by the following brokers:

Tees & Persse Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse, of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto; E. T. Sturdee, St. John, N.B.; J. W. Gorham, Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Limited

Importers and Exporters

VANCOUVER

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats Sold by Your Jobber.

SNOW CAP
BRAND
PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

"Snow Cap"

is Hand Packed by

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

If any advertisement interests you, tear it out now and place with letters to be answered.

She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make **Arrow Brand Extracts, Spices, Baking Powder, etc.**

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

British Columbia
An Immense Field for Trade

MANUFACTURERS
WHO DESIRE EXPERT
REPRESENTATION
Should communicate with

OPPENHEIMER BROS., LIMITED
134 Abbot Street - Vancouver, B.C.

OFFICES: VANCOUVER VICTORIA PRINCE RUPERT NEW YORK

Brokers' and Manufacturers' Agents. Wholesale Grocers. Established 17 Years.

References: Bank of Montreal, B.N.A. Branch

MANUFACTURERS!

Why delay getting your product placed in this market? With an established connection of years' standing we can give you splendid service.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

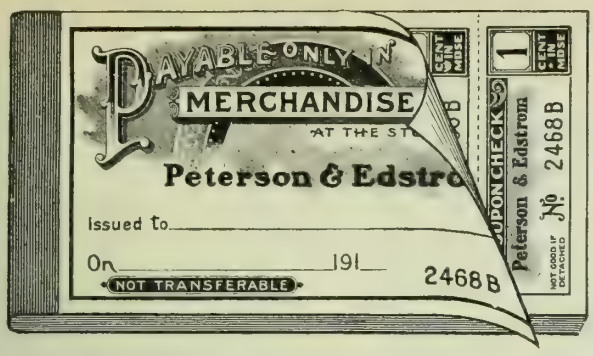
IMPORTERS Established 1905 EXPORTERS

Now a Staple Article of Food

Rye Flour is no longer a mere substitute. The requirements of the War Board have introduced it to every housewife in the land and it has come to stay.

B.B. Brand always reliable is the best Rye Flour to stock. Put up in 98's, 49's, 24's and bales of 10-10's usual differentials.

B. B. RYE FLOUR MILLS LTD., WINNIPEG
License Nos: 4-295, 4-075



ALLISON'S COUPON BOOKS

WILL HELP YOU TO PUT YOUR BUSINESS ON A CASH BASIS : :

OWING to the United States Government taking over our factory to turn out our coupon books for their training camps, we were unable to supply our regular trade, getting behind with some of these orders, and take this opportunity of advising our customers that we have now caught up with these orders and are in a position to handle all orders promptly, carrying a stock of our Standard Commercial Coupon Books in Winnipeg delivered to any part of Canada at the following prices:

100 Books and less than 500.....4¼ cents each
500 Books and less than 1000.....3¾ cents each
1000 Books and less than 5000.....3½ cents each

Special printed orders on lots of 500 or more without charge. Special printed orders F.O.B. Winnipeg. Stocked by

Weidman Bros., Winnipeg — **Campbell Bros. & Wilson, Winnipeg** — **Hudson Bay Co., Winnipeg**
Western Grocers " — **Richards & Brown, "** — **Jobin-Marrin, "**

BUSINESS SYSTEMS, 216 9th Avenue, East, Calgary, Alta.

Canadian Agent:

WILLIAM T. SLOANE, 117 Alexander Avenue, Winnipeg, Man.

Wantmore PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY SASKATOON REGINA

License No. 15-241

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

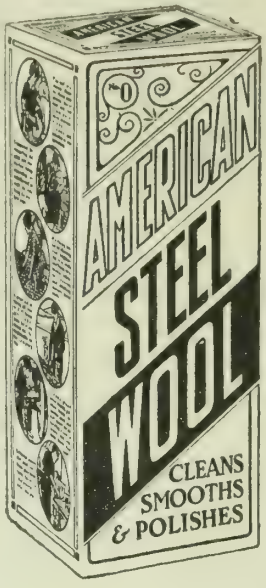
We are offering the best value in Rice on the Canadian market to-day.

Canada Food Board License No. 4-517

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

"My Right Hand in the Home" — the Aluminum Cleanser.



FRICTION is sometimes better than suds. Where soap fails, American Steel Wool begins.

Cleans aluminum, Pyrex, copper, glass, crockery enamel and other cooking utensils.

Saves the hands. No gloves are necessary as the fine steel strands are wooled to a soft mass.

The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**

Six grades and each for a special use: Numbers 00, 0, 1, 2, 3, 4.

Grade No. 0 is the ALUMINUM Cleanser.

Goods packed in a counter display container. One dozen in each.

You will make a profitable investment when you stock this line.

Have your wholesale grocer supply your requirements.

W. J. CHAMBERS & Co.

Sole Agents, 43 Scott St., Toronto

KLIM

Klim has put a new value on separated milk by providing milk solids at lowest cost and in most convenient form for household use.

Klim sales keep growing because women know its goodness and use it every day.

CANADIAN MILK PRODUCTS LIMITED

TORONTO

Montreal Winnipeg St. John

Western Representatives:

W. H. Escott Co., Ltd., Edmonton and Regina;

Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)
THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING OF CANADA (Est. 1910)
CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of CANADIAN GROCER.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them. Address us at London or Toronto.

The MacLean Publishing Company, Limited

143-153 University Avenue **Toronto, Caanda**

Golden Orange Brand California Navels

and why you should sell them

They are grown in one of the most fertile and best cultivated orange groves of Sunny California.

The attention the land and trees get gives to the orange a delicious flavor all its own.

They are high color—sweet and juicy.

The picking, sorting and packing is given very special attention, and only the finest of the groves are packed under this brand.

They are "Sunkist."

The international advertising campaign of "Sunkist" oranges has already created a demand for you.

They are warranted equal quality from top to bottom of box.

In drawing the attention of the trade to our very fine line of fruits and vegetables, imported and domestic, grapefruit, bananas, oranges, lemons, apples, celery, tomatoes, onions, etc., we ask you to consider the

Exceptional Delivery Facilities

which we have at our disposal in our new warehouse, including private sidings G.T.R. and C.P.R., just across tracks from all outgoing express trains.

Other Lines We Sell

The house of Hugh Walker & Son have established a reputation for quality goods that cannot be overlooked in buying your fruits, vegetables, etc.

We carry full stocks of Smoked and Frozen Fish, Oysters, Nuts, Cheese, Maple Syrup, Dates, Green Vegetables.

Let the "House of Quality" supply your trade this season. Write for prices, etc.

OUR SERVICE SATISFIES.

HUGH WALKER *and* SON

Established 1861

Guelph, - Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

PICTURE FRAME MOULDING

Where can I buy picture frame moulding and picture frames?—W. A. Ganter, Red Rapids, N.B.

Answer—Matthews Bros., Phillips Manufacturing Co., Reliance Moulding Co., Canadian Picture Frame Co., all of Toronto; Wm. Scott & Sons, Montreal.

HANDLERS OF FEATHERS

Kindly give me names of firms in Toronto and Montreal who handle feathers.—W. L. Tuerengesser, Brodhagen, Ont.

Answer—Alaska Feather & Down Co., Montreal; Dominion Flower & Feather Manufacturing Co., Montreal; Dominion Ostrich Feather Co., Toronto; Whitworth & Bestall, Toronto, Ont.

BONUS TO CLERKS

Would you kindly supply us with what information you may have on bonus systems for clerks? Also give us some information on books on retail grocery subjects?—F. Newman & Son, Stockton-on-Tees, England.

Answer—You will doubtless have noticed an article by Henry Johnson, Jr., in a recent issue dealing with this subject. As far as practical application goes, we do not know of any instance where a definite agreement of this kind has been adopted in a grocery business. In regard to retail grocery literature, our Technical Book Department stocks a large list of technical books of various kinds. If there is any particular topic in which you are interested, we would be glad to supply you with a list of the books we may have bearing on the subject.

ONTARIO REPRESENTATIVES OF WYANDOTTE

Please advise the address of Ontario agents for Wyandotte, used as a cleanser by dairymen?—Fred Newman, Picton, Ont.

Answer—There are two Ontario representatives for the product: W. G. Ryan, 195 Howard Park Ave., Toronto; R. W. Williams, 199 Pacific Ave., Toronto.

SELLERS OF EGG CRATES

Please advise where I can buy egg crates outside of the egg buyers' companies?—C. G. Elliott, Comber, Ont.

Answer—Walter Woods & Co., Hamilton; Trent Manufacturing Co., Trenton, Ont.; Millar Bros., Montreal; A. B. Scott, Ltd., Niagara Falls.

SALES OF EXTRACT IN ONTARIO

Are we allowed to sell 16-oz. bottle of extract to hotels which have been in the habit of purchasing in this quantity, as long as we keep a record of sales?—J. Whately & Son, Thornbury, Ont.

Answer—Yes, if the sales are bonafide and do not exceed usual requirements.

PLATE GLASS FRONT

I need a plate glass front badly. Would put one in in the spring, but am backward about doing so, because of present high price of glass. Is there any possibility of serious declines in glass during the next year or two? What would you advise? Would you advise having license number printed on your stationery at this stage of the game?—A. J. Burns, Bridgetown, N.S.

Answer—1. British manufacturers of plate glass will not be in a position to export for probably two years; Belgium not for at least 12 months. Material for American production has been bought at high figures, so there is small likelihood of serious declines from that source. Declines are unlikely. Would advise going ahead. You will have the advantage of improved display to offset any possible decline. 2. No further necessity for license number.

INCOME TAX

My net gain for 1917 was $3,644. My personal drawing for the year was $1,700, which if deducted as a salary from my net gain, would leave $1,944. The Inspector of Taxation says I must pay taxes on $644. Will you please advise me which is right? Am I allowed a salary from my business or not, if so, how much?

Answer—All your profits in excess of $2,000 are assessable if you are a married man. Reasonable allowances may be made by Minister of Finance for depreciation, expenditure of capital nature or for development of business by the amendment to the Income Tax Act passed 1918. The tax is $2,000 exemption, between $2,000 and $3,000 the tax rate is 2 per cent. and 4 per cent. on incomes in excess of this amount. A deduction of $200 is allowable from net income for every child under 16, dependent upon the taxpayer.

PEPPER AND COD LIVER OIL

Can you let me know through THE CANADIAN GROCER the difference between black and white pepper? Also why is Cod Liver Oil so dear? It is generally labelled "Pure Norwegian," etc. This side of the Atlantic is teeming with cod fish and I understand that the fishermen only get about 1½c a pound for it, and haddock.—Theodore Legault, Sturgeon Falls, Ont.

Answer. Re Black and White Pepper.—The tree is the same, the berry is the same—it is really a difference in the time the two are harvested. To secure black pepper the berry is allowed to mature fully before being harvested and in this form is ground to the form in which you buy it. For white pepper, the berry is harvested before it is ripe—while it is still red. The berry is then taken and subjected to a rubbing process which removes the outer shell or hull—it is then dried and when ground is the white pepper you buy. In some countries a chemical process is employed to remove the outer shell, but the final results are the same.

With reference to Cod Liver Oil.—During the last two or three years there has been no Norwegian oil available to the Canadian market. Britain or some of the other European countries took the entire product, with the result Canada had to depend on her own product. The actual price of the fish is a comparatively small consideration; the oil is extracted from the livers and it takes an enormous quantity of cod fish to secure a small quantity of oil. Labor and a special process of extraction to secure the oil are the main factors in the cost of the oil and you are aware how greatly labor costs have mounted. It may be safe to say that the fact that the war very largely eliminated outside competition and to a great extent led some manufacturers to add to their selling price more than they might otherwise have done.

PEANUT AND CURRANT MACHINES

Please advise us the selling agents for peanut roaster and currant cleaning machines.—Nelson, B.C.,

Answer.—Peanut roasters, holding a barrel of peanuts, are procurable from the Fletcher Manufacturing Co., Toronto. This firm has no branch or selling agency through the West.

In reference to currant cleaning machines, it is apparently very difficult to secure deliveries of this type of machinery now.

The Fletcher Mfg. Co., mentioned above, intimated they could probably take care of you.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

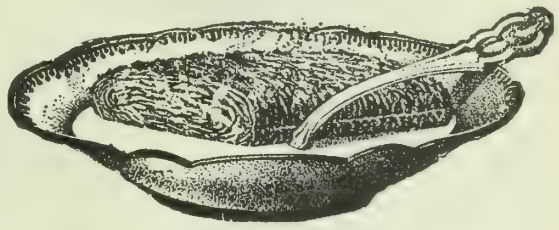
No Reduction in Price

To meet increased cost of materials, increased cost of labor and increased taxes nearly all food products were advanced in price to consumer and distributer during the war. There was a very small advance in the price of

Shredded Wheat Biscuit

We are still subject to war prices for everything we buy. This condition will obtain for many months to come. We must keep up the Quality and the Price.

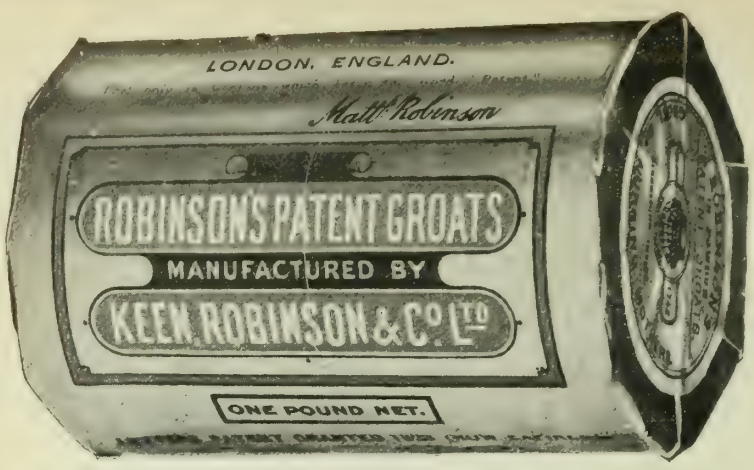
Our distributers run no risk in stocking up with Shredded Wheat. Considering its high nutritive value it is today the cheapest, most economical food in the world. It is the same Shredded Wheat you have always sold—clean, pure, wholesome, nutritious. Ready-cooked and ready-to-eat.



MADE IN CANADA

The Canadian Shredded Wheat Company, Limited
Niagara Falls, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



Robinson's "Patent" Barley

and

Robinson's "Patent" Groats

The customer's estimate of quality is fully covered by the two Robinson lines. Their selling value has been proven time and again, and every dealer knows that the Robinson lines make for repeat orders.

Are you well stocked?

Supplies of Robinson's "Patent" Barley and "Patent" Groats are now coming along more freely.

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO

We'll sell your product from Lake Superior to Victoria, B. C.

Manufacturers and Shippers! Are you looking for a Wholesale Grocery Organization to handle your product in this big field?

We'll give you service. Our houses are well established, handling nothing but first quality lines, and

Our Annual Purchasing Power is Twelve and a Half Millions

Let us give you further particulars.

Consolidated Purchasing Co., Ltd.

313 - 319 Pacific Ave. Winnipeg, Man.

E. Nicholson, General Manager

CANADIAN GROCER

VOL. XXXIII. TORONTO, MARCH 7, 1919 No. 10

Want Canning Contracts Changed

Wholesalers Have Vigorous Discussion on Problems Involved in Canned Goods Contracts and Urge Some Decisive Changes—Dried Fruit Contracts Also Under Discussion—Zone Delivery Approved

THE discussion of the canning contracts was the question that occupied the bulk of the time at the afternoon session of the second day of the Ontario Wholesale Grocers' convention held last week in the King Edward Hotel, Toronto. This discussion was long and spirited and brought out a wide divergence of viewpoint, as to what the contract with the canners should be, but one and all seemed to be decided on the point that the present system, while remarkably satisfactory to the canners, was anything but so to the wholesaler and retailer.

H. C. Beckett, W. H. Gillard & Co., Hamilton, fired the first shot of the afternoon, by a strong advocacy of a scheme in which he had the support of the other Toronto wholesalers.

"The wholesale grocers of Hamilton are a unit," he stated, "in desiring a new system of handling futures in canned goods. Our contention is that the canners should provide order sheets in triplicate to the wholesaler. The latter should then take orders from retailers as formerly, and the canner should guarantee to make a 100 per cent. delivery on these orders that should be absolutely bona fide, without the privilege of cancellation. As an inducement to buy in advance the retailer buying in advance should buy at the opening price less 5 or 7 per cent., which price should be absolutely guaranteed by the canners against any decline. These bona fide future orders should be collected and turned into the canners who should deliver the order as promptly as possible. When the opening price was named, then the wholesaler could buy but not before, and he would not be able to buy at the discount price offered to the retail future buyer, but at the actual opening price less the usual trade discount."

This arrangement Mr. Beckett contended would do away with many of the difficulties that were facing the trade at the present time. Unless he was offered some inducement he believed that there would be very little future buying by the retail trade. In the past they had bought futures in good faith, expecting that by buying in advance they had bought at the lowest price, which had not been the case. This had not been because of any intention to injure anyone, but because the system in operation had prevented anyone, the canners included, getting any correct knowledge of the actual situation. The wholesalers have for some time past been faced by only partial deliveries of their orders. To meet this situation they had perhaps ordered double their actual requirements. The retailer had done the same, safe in the knowledge that if there was a full delivery he could cancel part of his order as provided for in his contract and in this way protect himself. In this way the canner was faced by large orders that he naturally took for a normal demand. In all probability this demand exceeded the actual pack of the larger canners, who as a result declared a partial delivery only, and as a result everyone was led to the opinion that there was a scarcity, whereas in actual fact there was probably more than sufficient stocks to meet the actual needs of the trade. The opening price was naturally set on the basis of a short pack, and later in the season when the real facts began to make themselves felt, prices were forced down, and no one benefited.

Could Intelligently Fix Orders

"By this scheme," Mr. Beckett continued, "we could take orders and know what our actual requirements were likely to be and thus we could intelligently fix our orders. If there was a 100 per cent. delivery guaranteed by the canners there would be no incentive for the wholesaler to order in excess of his actual requirements. We want to enable the retailer to get a real advantage, as he is entitled to do if he buys in advance. It is in our interests to protect the interests of the retailer."

Z. Hebert, Huron, Hebert & Company, Montreal, did not see why the

A photo of the guests at the banquet given by the City of Toronto Wholesale Grocers to the Ontario delegates and visiting representatives in the King Edward Hotel, Toronto.

wholesaler should not be permitted to buy in advance of the opening price if he so desired. "Some years ago," he stated, "the canners had been accustomed to guarantee a 75 per cent. delivery, and I think that a return to that plan might possibly be in the best interests of all. Sending orders to the canner as received, would entail a great deal of work, and also I think that a wholesaler who wanted to have stock to carry over into the next year ought to be permitted to exercise his own judgment in that regard. Then as to the matter of price. I am not willing to enter into any agreement that fixed prices. A few years ago there were fewer wholesalers, and it was comparatively easy to keep track of their operations. Now with the multiplication of the wholesale trade it would be difficult to maintain any terms imposed by canner or wholesaler. Then," he continued, "I have become as you may know somewhat of a Free Lance, and I should like to be left free to make my own selling price. There are firms who do an inter-provincial trade, and I feel that in their case a fixed price would be a great disadvantage. With a fixed price the local man must profit and the more distant man be at a disadvantage. In speaking as I do I think I may say that I speak for the dealers of Quebec province. They would not care to be bound by any price agreement."

Contracts Must be Subject to Cancellation

"How is it possible to get a contract from the retailer that is not subject to cancellation," asked F. Sloan, John Sloan & Co., Toronto, "if he does not know the price? His requirements at one price may be much greater than they would be if the price were materially higher. I don't see why canned goods should be sold on a different basis from any other line." "Canned goods are different," replied Mr. Beckett, "because they are packed only once a year and the canners have to know what they have to sell before the goods are sold."

"There is another factor to be considered in any agreement with the canners," urged A. H. Wetmore, Puddington-Wetmore, Morrison, St. John, N.B., "that is the establishment of canning plants by the meat packers. Nothing could be done as far as the interests of the Maritime Provinces are concerned unless some provision were made in reference to the packing houses. Unless there can be some control of these companies, we want an absolutely free and open price."

"There is a committee to be appointed by this convention to meet with the canners to-morrow," urged Hugh Blain, of Eby-Blain & Co., Toronto, "and we want to give them some guide as to what is the feeling of this gathering on the matter. Might we ask if you would favor an agreement whereby the canners agreed to sell their entire output to everyone at a fixed price, and required the retailer also to sell at a fixed price?" There were a number of strenuous objections to this idea.

The Western Problem

F. G. Bowser, The Codville Co., Winnipeg, was one of the protestors. "We have to meet competition from the British Columbia canners, and this agreement would bind only large Eastern canners. Where would we be left

W. P. EBY.
Of Eby-Blain & Co., Toronto, Chairman of the Executive of the Wholesale Grocers of Ontario.

with a hard and fast agreement as to price? Also if we take the packs of these large eastern canners, who is going to look after the independent packer, and how shall we meet his competition?"

"Would the convention be in favor of withholding all future orders and doing no business with canners until the prices are named?" asked W. P. Eby of Eby-Blain, Ltd., Toronto.

"I think we would be well advised to do away with all future sales," stated F. C. Armstrong, of Armstrong & Paffard, Toronto. "In a few months' time the situation will have cleared, and then we can undertake a possible contract with more safety. We lose nothing at the present time by withdrawing future sales, and I would move that a vote of the convention should be taken as to whether or not we should declare ourselves as opposed to future sales for the coming year." A. J. Major of J. Major, Ltd., Ottawa, seconded this motion, stating that it would do away with the necessity of trying to bind anyone. The question was put to the gathering, and the majority voted in favor of the proposal, with a strong minority vigorously opposing. The afternoon session drew to a close without any very definite agreement among the members on any line of policy. The committee however, who were to meet with the canners and present the case for the trade were elected as follows:

A. E. Burns, Manitoba Grocers' Association, Winnipeg; F. G. Bowser, The Codville Co., Winnipeg; W. C. Cross, of Hall & Fairweather, St. John, N.B.; T. Kinnear of T. Kinnear & Co., Toronto; F. Sloan of John Sloan & Co., Toronto; H. C. Beckett, of W. H. Gillard, Hamilton; W. P. Eby of Eby-Blain & Co., Toronto; H. W. Chamberlain of F. J. Castle Co., Ottawa, and A. J. Major of S. J. Major, Ltd., Ottawa.

Officers of the Ontario Association Executive

W. P. Eby, chairman; F. W. Hudson, Toronto; T. H. Kinnear, Toronto; F. M. Sloan, Toronto; C. S. Parsons, Toronto; G. R. Lloyd, Hamilton; F. T. Smye, Hamilton; M. P. Byrnes, Collingwood; H. W. Chamberlain and A. Perras, Ottawa; William Gill, Kingston; A. Foster, North Bay; A. Gilmour, Brockville; W. H. Kenny, Sarnia; J. F. Smyth, Windsor; O. E. Truesdale, Brantford; W. T. Harris, Owen Sound, and J. W. Charles, Niagara Falls. A. C. Pyke of Toronto was appointed secretary.

A Dominion-Wide Association

Walter Lumbers, of James Lumbers & Co., Toronto, introduced another important item in the deliberation of the convention, the proposed formation of a National Wholesale Grocers' Association. In urging the necessity of such a body, he pointed out that as a unified body they could be assured of proper respect from the manufacturers, and could use their influence to overcome abuses that from time to time crept into the trade. "Moreover, it is the day of organization," he stated; "the farmers have united and the laborers have united, and we as one of the most important industries of the country should also unite, for united we would have the same influence upon the Government as have the two bodies referred to."

A. Foster, general manager of The National Grocers, North Bay, in following Mr. Lumbers, stated that his firm were opposed to the move, not on the principles set forth, but merely on the matter of the name which they felt was an infringement of their rights. They had been granted a charter under the name "National Grocers." by the Government, and felt that the use of such a name as was proposed for the new association would interfere considerably with their business.

C. P. Parsons, Parsons Brown, Toronto, stated that the name had been selected probably because a similar association in the United States under that name had suggested it to those formulating the request for incorporation, but he felt sure that the members present would not think of causing any friction by the retention of the name National at the expense of any firm having a prior claim.

Other members concurred in this opinion, and it was decided that the world National should be changed to some word suggesting the Dominion wide nature of the association. Mr. Foster expressed himself as quite satisfied with this assurance.

Province Favor Dominion Wide Association

A. E. Burns, secretary of the Manitoba and Saskatchewan Wholesale Grocers' Association, stated that the West-

ern trade was heartily in accord with the aims of the new association, and would lend their support. In his opinion he was sustained by F. G. Bowser, The Codville Co., Winnipeg.

W. C. Cross, St. John, N. B., speaking for the Maritime Provinces, stated that they had already signified their willingness to co-operate in every way. In the matter of the president of the association, he thought that it would be wiser to have the president chosen from either Ontario or Quebec, as being most centrally located, as a large measure of the success of the scheme was dependent upon the executive action, and therefore the executive should be as centrally located as was possible.

Z. Hebert, Hudon, Hebert & Co., Montreal, stated that he had only recently heard of the proposed association, but he was heartily in sympathy with the move, and that while he had no authority to speak for the trade of the province of Quebec, as the matter had not been considered by them, he had every confidence that they would be glad to give their support.

Walter Lumbers, Toronto, then introduced a motion to the effect that the wholesale grocers of Ontario favored the formation of such an association and that they would co-operate by becoming members. This motion was put and carried unanimously.

The Question of Zone Delivery

W. E. Eby, of Eby-Blain, Ltd., Toronto, introduced the important question of zone delivery.

"Around each competing centre," he stated, "there is a radius of 25 miles that can be covered by trucks. This in many instances led to unfair conditions that in a large measure throttled competition. The remedy he proposed was that for every mile distant from the competing point freight should be charged at the rate of 1 cent per 100 pounds whether delivered by truck or rail.

There were instances where merchants at a few miles from a competing centre, such as, say Owen Sound or Collingwood, or North Bay would have goods delivered from those points by truck, for which they paid no delivery charge. That left the more distant competitor for this business in a position where he either had to forego the business or pay the delivery charges. "We are merely suggesting that whether the goods are delivered by truck or not that they should be charged on the basis noted above. The nearest competing point would set the delivery charge and there would be a minimum charge of 5 cents a hundred. As an example," he continued, "take the case of Oakville, Ont. It is 20 miles from Toronto, and 19 miles from Hamilton, therefore the charge for delivery from either point, no matter how the goods were delivered, would be 19 cents per hundred pounds."

There was some discussion and at the evening session the principle was approved and it was decided to try it out in certain localities.

Standard of Quality

D. Barnes of the Department of Agriculture, was called upon to speak of the standards as set by the Meat and Canned Foods Act.

"Originally," said Dr. Barnes, "the act provided only for the name on the label of either the manufacturer or first dealer. This was soon found to be unsatisfactory however, and the act was amended in various ways to make it more far reaching, and among other things to control imports and to protect packers from the importations of inferior quality goods from other countries.

"As the act now stands," he stated, "it provides for three things:

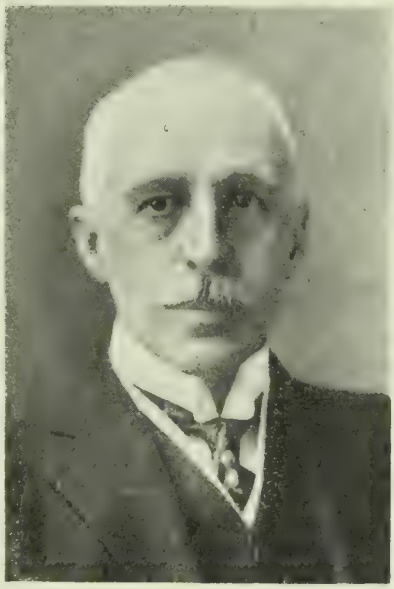
1. The use of sound raw materials.
2. The preparation and handling under sanitary conditions.
3. An honest label.

"In regard to the first two we have achieved a very considerable success, but we have not achieved the degree of honesty in labelling that we hope to attain. To meet this condition we have provided for four qualities of canned goods as follows:

1. Fancy; the best quality obtainable.
2. Choice; a little better quality than the standard.
3. Standards or field run, covering the large percentage of the pack.
4. Seconds; wholesome food products that because of minor defects cannot be graded as standards.

"These are not intricate standards, they are so simple that anyone will be able to determine for themselves as to whether the commodity meets the requirement of the label standard."

In response to a question as to when this classification would become effective, Dr. Barnes stated that it was already in effect and that the coming season's pack would have to conform to these standards.



H. W. CHAMBERLAIN,
Of the F. J. Castle Co., Ottawa, Chairman of the Convention.

The Yearly Budget Fee

The Yearly Budget was then considered and the secretary of the association, A. C. Pyke, stated that $9,500 would be required to meet the expenditures, which included the handling of the Equalized Sugar rate and the publication of rate books. To meet this sum the fee for each firm in the association was set at $25 for each $100,000 or turnover, with a minimum fee of $100.

The Dried Fruit Contract

A. McPherson, of Elliott, Marr & Co., Ltd., London, Ont., introduced the subject of the California Dried Fruit Association contract. He contended that this contract had not worked in the interests of the wholesale grocery trade during the past season. One of its clauses stated that shipments must be paid for within 10 days after shipment in order to get the 2 per cent. discount. "This means," continued Mr. McPherson, "that we have to pay for them before they reached us." This contract also stated that the wholesaler must accept these goods any time as the association could not depend on transportation. In some cases the goods were coming into Canada too late to take advantage of special seasons.

No matter what the quality of the goods were, the wholesaler had to accept them under the existing contract. He felt that the remedy was a refusal to purchase any fruit this year under that contract, and suggested that an endeavor be made to have it changed so that goods may be paid for on arrival after inspection as to quality.

One wholesaler stated he had been able to purchase in Port Huron good quality raisins, but other wholesalers contended that the U. S. trade had been receiving good fruit and that poorer quality had been sent into Canada.

Walter Lumbers, Toronto, suggested that we have a Government department look after the quality of the imported goods.

Cannot Set Standards on Imported Goods

C. S. McGillvray, of the Department of Agriculture was present and pointed out that his department could not very well form standards on fruits packed out of Canada, which were not also packed in Canada. For instance, they could control standards for our domestic fruits and see that standards of the imported fruits came up to them, but they could not set the standards for fruits coming in that are not packed in Canada.

The Maritime Wholesale Grocers are taking the matter up, and on the suggestion of A. H. Wetmore, of St. John, N.B., it was decided that this was a matter for the new Dominion Wholesale Grocers' Association to look after.

Travelers' Holidays

The question of summer holidays for travelers was introduced by H. C. Beckett, of W. H. Gillard & Co., Hamilton, Ont. The wholesalers in Toronto and in Western Ontario have in the past been allowing their travelers two weeks

holidays in the summer at the same time. Mr. Beckett suggested that the wholesalers in Eastern Ontario do the same. He said that this method had proved successful. It permitted the wholesalers to readjust their stocks and also gave the retailers an opportunity to find out just where they were at. They had always found increased buying when the travelers went on the road again.

Zepherin Hebert, president of Hudon, Hebert & Co., Montreal, was asked to speak on this point. Mr. Hebert stated that half of their travelers took their vacation between the 1st and 15th of July and the other half between the 1st and 15th of August. They have a large office staff and this method kept their staff busy during the travelers' vacation. Mr. Hebert, however, stated he was willing to abide by the majority, and if the Eastern Ontario wholesalers thought this method should be adopted, he was willing to abide by their decision. This of course applied only to his travelers in Eastern Ontario.

No decision was arrived at.

Mr. Hebert was then prevailed upon to address the convention, and dealt enthusiastically with the country's readjustment policies and other national questions. Just as when a man is ill he has to go through a convalescent period and is never the same afterwards, so he maintained it is impossible for the business conditions of the country which have gone through a period of transition, to be the same as they were before the war. The chief factor in the new conditions was labor. He did not think cost of labor would decline materially, at least for a long time, so that he did not see how foodstuffs could decline in price very much in the near future. It was impossible to have any great slump. When we reach normal, he said, it will be a new normal.

Touching upon the psychological effect of cutting prices, Mr. Hebert maintained that it was most difficult to get one to purchase goods on a declining market.

The New Bankruptcy Act

Henry Detchon, manager of the Canadian Credit Men's Association, spoke on the Bankruptcy Act and the Business Profits' Act.

After many months of labor, he pointed out, a Bankruptcy Act that was suitable to all interests, including retailers, wholesalers, etc., had been drawn up, and would be introduced into the House this session. The only proposition known was coming from the lawyers of Quebec City, and this was in connection with landlord's preference, so that he felt sure the Act would go through as it had been drawn up. The chief point in the Act, he said, was that it eliminated practically all court procedure. Once a customer gets into difficulty the creditors take over the assets and they are administered by them. The Act, too, provides for voluntary asignment. The majority rules, and this includes, not only majority of number of creditors, but amount of money involved so far as each creditor is concerned.

The association had been working along the line to have the Act introduced by the Government as a Government measure. Mr. Detchon read a telegram from Ottawa stating that Hon. Mr. Guthrie, Solicitor-General, would likely introduce the Act, which would be put through as a Government measure.

A. C. PYKE, Toronto,
Secretary of the Wholesale Grocers of Ontario.

Inequalities in Business Profits Tax

He dealt lucidly with the Business Profits' Tax. The Act regulating this tax expired with December 31, 1918, and it was uncertain whether it would be renewed again now that the House had met. Hon. Thos. White has been approached to find out whether it would be continued or not, but his answer was non-commital, so that the association are going ahead with their plans to protect what they consider to be the interests of the trade. Limited companies are exempt up to 7 per cent. on the capital invested, but partnerships are exempt up to 10 per cent. This was one of the inequalities he considered in the present Act.

Mr. Detchon maintained that the Act was unfair to the manufacturer when the amount of tax he had to pay the Government was compared with the amount of income tax payable on the part of individuals. He made it plain that the trade was quite willing to pay their just amount of taxes, but that they wanted the plan of taxation put on an equitable basis.

Supposing, he said, a manufacturer or wholesaler had $100,000 invested in his business. Say his profit is $40,000, he would be exempt up to $7,000; on $8,000 he would pay 25 per cent. business tax, on the next $5,000, 50 per cent., and on the last $20,000 of the profits, 75 per cent. This makes a total of $19,500.

Let us say the salary of a private individual is $40,000. He is exempt up to $2,000. From $2,000 to $3,000 he pays 2 per cent.; from $3,000 to $6,000 4 per cent.; $6,000 to $10,000, 4 per cent., and from $10,000 to $40,000, 4 per cent. This makes a grand total with super tax of over $4,000, as compared with $19,000 a manufacturer similarly situated has to pay.

The speaker maintained that the Business Profits' Tax on the packers and millers tended to stifle ambition, to curtail production, and to hamper competition in foreign trade. Posterity, he thought, should pay a proportion of the cost of the war.

These points had been taken up with a number of Boards of Trade, with wholesalers and retailers all over Canada, and the Credit Men's Association had some strong evidence to submit to Parliament in case the Business Profits' Tax is to be renewed.

J. A. W. Craig, of W. G. Craig & Co., Ltd., Kingston, Ont., gave a splendid talk on "Uniform Cost Systems" at the morning session of the convention. This dealt with the various cost systems wholesalers were using in their business. There was not sufficient time for discussion on this topic.

Canned Goods Standards

At the evening session, which was held on Thursday afternoon, C. S. McGillvray, of the Department of Agriculture, discussed at length the new Act regarding the grading and marking of canned goods. He showed samples of the official sizes of cans adopted by the department. These were 1s, 1½s, 2s, 2½s, and 10s. The regulation required that these cans should contain a certain standard amount, and any failure to meet this requirement rendered the packer liable to punishment. Where cans other than these sizes were used for any reason, the size and contents had to appear on the label. It was necessary, too, under the Act, Mr. McGillvray continued, to state on the label the grade of the contents. There was an exception in the case of standards, all packages not showing a grade mark being considered a standard, but where goods were packed as fancy, choice, or seconds, this must appear on the label.

At the conclusion of the meeting the following resolution was passed:

"Resolved, that the association request the Government to take urgent and immediate steps to establish direct overseas communication between the wholesaler and manufacturer of the food trade of Canada. The importing interests of Great Britain and France, also establishing credits if necessary."

Those Present

The following is a complete list of those attending the Convention:—

H. W. Chamberlain, F. J. Castle Co., Ltd., Ottawa; W. T. Harris, W. T. Harris & Co., Ltd., Owen Sound; Alvar H. Simpson, The Simpson Co., Guelph; H. Y. Telfer, Telfer Bros., Ltd., Collingwood; A. M. MacLean, Hunter & Co., Ltd., Pembroke; J. E. Davy, Robertson Grocery Co., Kingston; H. N. Robertson, Geo. Robertson & Son, Ltd., Kingston; J. A. W. Craig, W. G. Craig & Co., Ltd., Kingston; A. Foster, National Grocers, Ltd., North Bay; Albert Gilmour, Gilmour & Co., Brockville; F. C. Armstrong, Armstrong & Paffard, Ltd., Toronto; M. R Freedman, J. Freedman, Ottawa; A. A. Alexander, H. N. Bate & Sons, Ltd., Ottawa; Alex. Lerner, E. M. Lerner & Sons, Ottawa;

A. J. Major, S. J. Major, Ltd., Ottawa; T. J. Medland, Medland Bros., Ltd., Toronto; A. Perras, S. J. Major, Ltd., Ottawa; L. H. Major, L. H. Major & J. Soubliere, Ottawa; Frank Harding, The Harding Co., Ltd., St. Thomas; W. E. Warwick, T. Kenny & Co., Ltd., Chatham; J. C. Markle, T. Kenny & Co., Ltd., Sarnia; A. M. Smith, A. M. Smith & Co., London; A. McPherson, Elliott Marr & Co., Ltd., London; Wm. Smith, T. B. Escott Co., Ltd., London; Stafford Higgins, Higgins & Burke, Ltd., Toronto; A. B. MacLean, A. B. MacLean & Sons Co., Wel land; S. Warwick, Fine & Rubin, Toronto; T. H. Kinnear, Thos. Kinnear & Co., Toronto; Fred Barbour, G. E. Barbour & Co., Ltd., St. John; A. H. Wetmore, Puddington-Wetmore Morrison Ltd., St. John; W. E. McMurtry, Groceries Ltd., Toronto; Samuel Vila, James Turner & Co., Ltd., Hamilton; W. G. McLauchlan, McLauchlan & Sons Co., Ltd., Owen Sound; J. F. Smyth, J. F. Smyth & Co., Windsor; M. Masuret, M. Masuret & Co., London; Wm. Turnbull, Edward Adams & Co., Ltd., London; Louis Prager, Jos. Prager, Toronto; Frank M. Sloan, John Sloan & Co., Ltd., Toronto; W. G. Lumbers, Jas. Lumbers Co., Ltd., Toronto; C. H. McIlroy, Balfour, Smye & Co., Hamilton; St. Clair Balfour, Balfour, Smye & Co., Hamilton; A. M. Wilson, S. P. Wilson, Toronto; H. C. Beckett, W. H. Gillard & Co., Hamilton; Chas. Parsons, Parsons, Brown & Co., Toronto; Zeph. Hebert, Hudon Hebert Co., Montreal; W. A. Warren, Warren Bros. & Co., Ltd., Toronto; David H. Ward, F. W. Humphrey, Toronto; F. W. Hudson, Canada Brokerage Co., Ltd., Toronto; S. W. Somerville, Bristol, Somerville & Co., Hamilton; Hugh Blain, Eby-Blain Ltd., Toronto; F. H. Illing, Randall & Roos, Kitchener; W. P. Eby, Eby-Blain Ltd., Toronto; W. D. Martin, Stratford Wholesale Grocery Co., Stratford; M. P. Byrnes, T. Long & Bro., Ltd., Collingwood; J. H. Lumbers, Jas. Lumbers Co., Ltd., Toronto; —— Ross, F. W. Humphrey, Toronto; Maurice T. West, Toronto; Frank E. Beard, Toronto; H. D. Eby, Eby-Blain Ltd., Toronto; F. A. Donaldson, J. S. Donaldson & Co., Toronto; W. F. Morely, Toronto; Wm. C. Cross, Hall & Fairweather, Ltd., St. John; O. E. Truesdale, Geo. Foster & Sons, Brantford; A. E. Burns, Sec. Manitoba Wh. Grocers Asso., Winnipeg; F. G. Bowser, The Codville Co., Winnipeg; Henry Detchon, Can. Credit Men's Association, Winnipeg; W. E. McMurtry, Grocers, Ltd., Toronto; W. Hudson, Canada Brokerage Co., Toronto; J. W. Charles, Marland Woolnough Co., Niagara Falls; H. L. McNally, National Grocers, Ltd., North Bay; A. H. Paffard, Armstrong & Paffard, Ltd., Toronto; W. E. Sutton, Warren Bros. Co., Toronto; A. T. Pyke, Secretary Wholesale Grocers of Ontario, Toronto.

Feature Special Brands of Soap

Merchants Make Their Own Choice of Brands They Believe Advisable to Push—Various Further Evidence of the Selling Power of the Dealer

THE following article is a continuation of the discussion of the merchants' influence in soap sales that appeared in last week's issue.

The evidence is drawn from entirely different sections of the country than the preceding article, but the conclusion is the same, that the merchant does choose from among various lines some one variety of soap that, for some reason, appeals to him, and by devoting his energies to this line does develop sales.

A. J. Groom, Guelph, Ont., when visited recently by a CANADIAN GROCER representative, stated that they handled all lines of soap, that is, all the advertised lines. "The advertising they have received is a great factor in their sale. But it is a factor in the sale of all of them, and it is impossible for us to put an equal amount of selling effort behind all sales, so we must make a choice among these nationally advertised lines of the one that we find most profitable to handle for one reason or another. We have been accustomed to push——soap, but recently we found that owing to the efforts we have been devoting to these sales that our stock of —— soap had not been kept moving, and was heavier than seemed wise. We immediately switched from the soap we had generally sold and devoted our attention to selling this line, with the result that very shortly 75 per cent. of our soap sales were in this brand of soap. When we have rectified the condition we will probably return to the other brand of soap again, and expect no difficulty in bringing it once again into favor."

The two soaps referred to were both extensively advertised lines, and Mr. Groom was more than ready to admit that this advertising was a great factor in the sale, but between advertised lines he had to choose and did so, and his influence was sufficient to sway the customer.

Benson Bros., Guelph, Ont., carry all the better known and advertised brands of soap. They find it impossible, however, to make a paying venture of selling all brands, and, therefore, devote their energies more especially to one of these brands, which enables them to buy in larger quantities and secure a little advantage in price.

J. C. Hadden, Guelph, Ont., handles all lines of soap, but buys only in small quantities. If the customer in buying does not state the brand wanted, they sell her the one that they have in largest supply.

Sells Brand in Ratio of 3 to 1

Mr. Dugsdale, manager of the grocery department of Almy's, Ltd., Montreal, reported that they sold three cases of —— soap to one of any other. "We believe," he stated, "that this line is the maximum of value in soap, and for that reason we have put our selling effort behind this line. We feature it strongly in our advertising, too. Moreover, we find that this soap gives our customers complete satisfaction, so we are not endangering our credit with our customers by devoting special attention to this line."

"What lines do you feature especially in your selling?" Mr. Chabot, manager of the grocery department of Dupuis Freres, Montreal, was asked.

"We sell most lines of laundry soap," he replied, "but the bulk of our sales are made in three brands of soap. They are reliable soaps and we have advertised them extensively, and we believe that they will give our trade every satisfaction. We have no difficulty in maintaining a good sale in these three lines."

Suggest Alternative Purchase to Customer

W. H. Paul, of Walter Paul, Ltd., Montreal, reported that their sales were probably larger of —— soap than any other line. When asked the reason for this Mr. Paul stated that he thought it was traceable to a distribution of a free bar of this soap that the store had made some time previously, coupled with the fact that they had encouraged its sale subsequently to customers.

"Would such a system influence the higher class trade?" Mr. Paul was asked.

"No," he replied. "It would not be of advantage with this trade. They largely leave the matter of selecting to us, realizing that we can be depended upon to give them good service in this regard, and we have no difficulty in selling any line we wish to sell."

"What do you do when a customer asks for a line by name?"

"It is our policy to place it on the counter before the customer, almost invariably. But we usually place at least one other line beside it. The customer is interested in this, and very likely asks about the other. Sometimes we say: 'This is better than that, and you may try it for yourself.' In most cases we sell the line we have recommended and have no trouble to sell what we want to sell. Our trade is a high-class one and they depend on us for the very best goods. We believe that a salesman can sell the line he wants to sell, and that if he is a real salesman he can create and increase sales for a given commodity. There is no question about it."

These interviews with Canadian retailers, and those that appeared in last issue, show that the retailer, in a great many instances at least, does not stock up equally in many brands of the same article, but that he is called upon to select for himself the brand his knowledge and experience indicate is best for his customers and for himself. He finds, if he stocks up equally in three or four brands of soap, it does not enable him to get a good buying price on any one line, and, therefore, his profit is less than it otherwise would be. Knowledge that the quality of the line he selects is going to give satisfaction to his customers and that net profit is worth while are always taken into consideration by the good dealer.

CANDY AND ICE CREAM DEALERS FORM R. M. A.

Ottawa, March 4.—At a meeting of the candy and ice-cream dealers held at the rooms of the Retail Merchants' Association rooms in Montreal on Thursday, Feb. 27, it was decided to form a section of the R. M. A., and officers were elected. Among the matters which came up at the meeting was the Bell Telephone Company's slot machines. The proposition made by the Bell company was not acceptable to the dealers. They were offered ten per cent. of the tolls for allowing the slot machines to be placed in their establishments, but they decided they would not allow them to be installed on that basis. The general feeling is that they should have at least forty per cent. The druggists want 50 per cent. The two branches of the trade most affected by this matter will meet and agree on some common basis of percentage which will be acceptable to them.

At a meeting of the executive of the Provincial Board of the R. M. A. held in Montreal on Feb. 27th, the following five delegates were chosen to attend the general meeting of the R. M. A. for the Dominion at Ottawa on March 17th: J. G. Watson, A. Laniel, L. M. Cornellier, J. A. Filion, and J. A. Gareau, all of whom expect to attend.

Mr. Campbell, Secretary of the Ottawa branch of the R. M. A., reports great activity among the membership committees in all parts of his district. In the country towns teams of merchants are going out to get members. In Kingston last week thirty joined up. There are now 500 members in Ottawa city, and they are coming in at the rate of ten a week.

CHANGES IN U. S. CONSERVATION LIST

The United States War Trade Board announces, in a new ruling, that the export conservation list as of February 10, 1919, is as follows: (It will be noted that butter, cheese, eggs and egg products, and milk of all kinds are no longer on the list)

Coffee (green), except Haitian and Porto Rican; coffee (roasted), except Haitian and Porto Rican; coffee (soluble) except Haitian and Porto Rican.

Flour as follows: Wheat.

Grains as follows: Wheat, except seed wheat.

Lard; lard, neutral; lard, compound; lard substitutes.

Pork products, as follows: Bacon, barreled and mess pork; coarse hog bellies; canned pork; fatbacks; fresh pork; hams; pickled pork, except ears, snouts, lips, tails, jowls, heads and back straps; shoulders; spareribs; stag bellies.

Seeds: Red clover.

In the case of coffee individual licenses are not required in Canada or Newfoundland.

ST. CATHARINES ORGANIZES GROCERS' ASSOCIATION

The retail grocers of St. Catharines, Ont., have recently organized a branch of the Retail Merchants' Association, with Chas. Hawke, of Hawke Bros., as their president; G. R. Bradley, of Bradley & Son, treasurer, and G. R. French, hon. secretary. The meetings are held on the first and third Monday of the month in the Standard Hall.

At their last meeting, C. Howie, of the Swift Canadian Co., Ltd., gave an interesting and instructive talk on the handling and manufacture of oleomargarine, which was much appreciated by all present.

A resolution was introduced and unanimously carried that this association go on record as heartily endorsing the campaign of extending the sale of "Goods Made in Canada" so that Canadian industry may be kept busy.

MAJOR JOHN T. McBRIDE SAYS EXPORT THROUGH NEW YORK ACTIVE

"Export shipments through the port of New York have been very large and are continuing," said Major John T. McBride to CANADIAN GROCER. Mr. McBride had just returned from New York and found the general conditions there quite active, particularly in the matter of shipments abroad of various foods. Among these shipments was a large quantity of evaporated milk, scores of thousands of cases being shipped out. "I was down among the piers while there and there was a great deal of movement," said Major McBride. "There is a general firmness on foodstuffs, too, and shipping is available now in a large way. There seems to be plenty of it."

SUGAR REFINERS AGAIN OPTIMISTIC

It is refreshing to the trade to again be able to sell sugar on an unrestricted basis. In speaking with O. C. Bissell, sales manager for the Atlantic Sugar Refineries, Limited, Montreal, he intimated to CANADIAN GROCER that his company was now pursuing a forward policy and that he felt the trade could look into the future with confidence. It was also desirable, Mr. Bissell pointed out, that the trade should push the sale of soft or yellow sugars as well as that of the granulated. There was every reason to look for a continued improvement in the general situation, Mr. Bissell stated, and shipping conditions in particular were much better. The outlook was better than it had been for a long while past.

MONTREAL WHOLESALERS WOULD SELL POTATOES $1 LESS

Announcement is made by a number of Montreal wholesalers, through their solicitors, that they wish to sell potatoes direct to the consumer. In so doing they point out that the consumer would be saved around $1 per bag on his purchases, but this would be effected only if the purchase was made in bag lots.

It appears that, from the advances made in this matter, the average customer buys his potatoes in small lots—usually a peck at a time. Herein, it is claimed, lies the evil of high price. For, passing through the hands of several before they eventually reach the consumer, the profits added to a bag of potatoes bring their cost to around $2.50 to $3 per bag to the user. If the wholesalers, who have asked the city for certain concessions, are successful, they propose to deliver the potatoes from the car by rig direct to the consumer. The proposition as placed before the city council by their solicitors, Foster, Mann, Place, Mackinnon, Hackett and Mulvena, is merely a request for an amendment to the city by-law, requiring the payment of $100 fee for every rig that might be used by the wholesalers, that this clause might not bear so heavily on them.

Y.M.C.A. TO LIFT BAN ON SMOKING

War Proved Necessity—Chief Physical Director Says Choice Should be Left Open to Individual—Final Approval Now Steals Tobacco's Usage After Vicarious Agitation

Dr. George J. Fisher, head of the physical department of the Young Men's Christian Association National War Work Council, will recommend shortly that "No Smoking" signs be abolished about Y. M. C. A. premises, by virtue of the necessity which smoking proved in the war, it was stated in New York a few days ago.

The chief and, indeed, the sole function of the big society will be merely to present the facts as to the relative injuriousness of smoking among the immature, it is stated, and the traditional prejudice of the Y. M. C. A. against the practice itself has disappeared under the proof of war. The public now thinks of the cigarette only as a blessed boon to the soldier and, while there can be little doubt as to the undesirability of indulgence in tobacco or any other mature practice by the young, the decision of the adult as to whether he shall smoke or not is now accepted to be wholly a matter of individual preference.

The change within the Y.M.C.A. is said to have come about very gradually. At the outbreak of the war the organization found itself divided into three factions with regard to smoking, the extremists, the moderates and the liberals. Eventually the agitation of extremists ceased altogether and it became as common for the Y. M. C. A. forces, both overseas and in the United States, to distribute cigarettes as food.

The addition of the Y. M. C. A.'s sanction, to the approval for smoking already by the American Red Cross, the Knights of Columbus, Young Men's Hebrew Association and similar welfare organizations, is viewed as final estoppage to occasional outbursts of anti-smoking sentiment through the country in recent years. The Y. M. C. A. decision is particularly important by virture of the physical culture program which is and has always been a permanent and predominant feature of its work.—From the United States Tobacco Journal, issue of January 25th, 1919.

Annual Meeting of Beauharnois Dairyman's Association

THE 38th annual convention of the Beauharnois Dairymen's Association, held in Howick last week, and representative of Eastern Quebec, was pronounced a success by many of those attending. This was emphasized by the association president, D. H. Brown, of Elgin. He pointed out that the circumstances under which this year's convention was held were much more favorable than for some time, and drew comparisons with the conditions of to-day as compared with those of the early years of association history.

Following the president came W. F. Stephen, the secretary. The point prominently dwelt upon by Mr. Stephen was that of labor. As a consequence of the agitations by various organized labor bodies, he believed that the dairymen would experience more or less difficulty this year in getting a requisite amount of help. The situation did not seem to be very promising from this standpoint.

The value of having a cow-testing co-operative scheme for the district was brought up by E. N. Blondin, the agrimonist of the district, and he pointed out the advantages that had come to various dairying districts in the United States and various parts of Europe where this plan had been in operation. Charts were produced to show where increases of 2,000 pounds in milk flow, and a corresponding increase in butter fat had been effected in a five-year systematic test with one dairy herd. Action was taken on this important point through the passing of a resolution recommending its adoption in principle.

Cheese and Live Stock

E. Bourbeau, chief cheese inspector for Quebec was present, representing the Minister of Agriculture, Hon. J. E. Caron. The principal point made by Mr. Bourbeau was that cheese production had seriously fallen behind in this part of the Province, and that its quality was much lower than in past years. There was an apparent lack of interest upon the part of farmers in maintaining standards and in keeping up production. In addition to this, many farmers were sending their milk to the creameries.

In the matter of livestock, Quebec had a different tale to tell. She had made rapid strides in the development of her sheep-raising industry, particularly Professor Barton, of Macdonald College, pointed out, but there was still a great deal of scope for the fuller development of cattle raising. He suggested that the farmers ought to take a greater interest in the district fairs that are held, and that some lands might well be put to use as grazing places for the herds that should already be developed in this Province. This speaker was followed by Gilbert McMillan, of Huntingdon, who developed a similar line of advice.

Other addresses of importance were delivered, Dr. McEwan, veterinary of Macdonald College, speaking on tuberculosis in cows, and which he deplored to be on the increase, advising co-operation among the farmers in having tests made. Dr. J. H. Grisdale, acting Deputy Minister of Agriculture, also spoke, his topic being: "After-The-War Policy of the Dairyman." Mrs. W. F. Stephen, of Huntingdon spoke on: "One Eye on the Field and the Other in the Town."

VANCOUVER CITY TO LICENSE WHOLESALERS, BROKERS, ETC.

Vancouver, B. C., Feb. 19.—Advice from the Vancouver correspondent of CANADIAN GROCER states that Vancouver City is attempting to pass a by-law to license all wholesalers, brokers, and manufacturers' agents; also each salesman considered. Wholesaler's fee, it is understood, is to be $100 each per year. Any salesman using car charged another $10 and one per cent. of the value of the car. Special committee met to-day and will meet again shortly.

Wholesalers and manufacturers are fighting hard against the by-law and brokers also fighting against being included. City License Commissioner Chas. Jones says he expects anticipated licensing scheme should augment city revenue $100,000. Vancouver has never had business tax and couldn't get Federal Government to give power to assess business tax. Seem to think that furore licensing kicks up will get Government action. Commissioner does not know yet whether it would catch all commercial men working the town or not, but manufacturers maintain it would cost a Montreal traveller $10,000 to work across the Dominion.

PETITIONS IN THE PREVENTION OF FIRE

Gold, Silver and Bronze Medals Being Presented by the Credit Men's Association

The Canadian Credit Men's Trust Association has made arrangements to institute, through the Boy Scouts Association of the Province of Manitoba, a competition along the lines of fire prevention and first aid in fire fighting.

The Boy Scouts Association of the Province of Manitoba have trained 500 of their members during the past three years as firemen. The qualifications necessary for passing the examination in this subject are as follows: "Must have a knowledge and use of chutes, ropes, jumping sheets, fire extinguishers; pass tests in firemen's lift, dragging patients, and passing buckets; and have knowledge of how to turn in an alarm, how to enter burning buildings and work in fumes, how to prevent spread of fire, how to prevent bush fires, how to rescue animals and salve property, and the use of 'scrum' to keep back the crowd, and how to improvise ropes and jumping sheets. Also a knowledge of fire prevention methods, specially bush and prairie."

The Canadian Credit Men's Trust Association, recognizing the value of this training, and believing that such should be encouraged, have instituted this competition, for which they are offering three gold medals, three silver medals and three bronze medals. One set of medals, comprising one gold, silver and bronze, will be completed for in the City of Winnipeg; one in District No. 1, which includes Brandon, Souris, Hartney, etc., and the remaining set, open to other parts of the province. The details may be obtained from the association's office at Winnipeg.

HALF MILLION CASES CANNED GOODS HAVE BEEN EXPORTED

In view of the fact that reports indicate large holdings of various canned goods in Canada, it is interesting to note that export has been made within the past three or four months of upwards of 500,000 cases of canned vegetables and fruit. This is the amount of actual delivery which has been effected, and if the same ratio of export is maintained for the next six months the question arises, What will the future be of prices? It is evident that the exporters have been getting remunerative return for these large shipments, and furthermore, it is clear that such large quantities will very soon make a big reduction in holdings here. One canner's representative stated to CANADIAN GROCER: "As far as we are concerned, we are sold out pretty well, and I do not see where there is any indication of lower prices for canned goods for some time; we do not look for any declines."

Just at present the exportation of all commodities is very difficult to arrange and practically nothing is moving. There is, notwithstanding, what might be termed a standing order for canned goods from Europe, and they appear to want all that the available shipping can accommodate for many weeks and months to come.

LOBSTER CATCH DECLINES

The annual catch of lobsters has declined from 31 pounds per trap in 1897 to 12 pounds per trap in 1917, as shown by the special report on lobster fiishing recently issued by the Fisheries Branch of the Department of Naval Service.

KOOTENAY DISTRICT, B.C., MAKES FINE SHOWING

The value of fruit and vegetables grown in Kootenay district of British Columbia during the last year is estimated at $384,000; the crop of 1917 was valued at $150,000. The figures are supplied by the Commissioner of Immigration and Colonization at Winnipeg.

Of cranberries, Massachusetts officially estimated 29,000 bbls., or more than 15 per cent. above the October estimate and nearly two and one-half times of last year's cranberry crop.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

COMMENDS BASCOM

The following interesting letter has been received from Messrs. Gregory & Fairweather, Limited, Meota, Sask., criticizing an article which appeared in a recent issue of CANADIAN GROCER,—

"Editor CANADIAN GROCER:—

IS YOUR NAME BASCOM SMITH?

"Bascom Smith liked his supper promptly at fifteen minutes past six, the fifteen minutes being for thirty years his regular allotment to glance over the day's receipts of the Murratown leading grocery store, lock the store after his two clerks had gone, and then walk, at a deliberate gait, the four blocks east from Main street to his square, flat-roofed house."

I have read the above twice lately in two different trade magazines. It was followed by short articles showing that Bascom Smith was careless, unprogressive and unbusinesslike in his habits.

I am of a contra opinion and think that Bascom Smith was a wise and sensible man. In all probability Bascom Smith had given the best that was in him to his business from eight in the morning till six at night, at which time his store closed for the day. By all rights the remainder of the day was his for recreation and pleasure, and his endeavor should be to forget that such a thing as business existed.

He was probably an up-to-date merchant and his store was equipped with modern appliances, so after his clerks had cashed up their drawers and gone, he spent a few minutes taking the records of his cash register, which gave him the individual cash sales of each clerk, the total charge sales, the amount received on account, the amount paid out. A glance at the figures would show him any variation of the day's business from normal. After this he would walk home and would probably reach there within the allotted fifteen minutes.

The article in your paper holds him up to ridicule as having spent only ten minutes in analyzing the problems of the day, in checking up receipts and expenses, examining invoices and making sure that charge accounts were correct. "Only ten minutes to attend to the thousand and one little things to which successful merchants devote hours of patient endeavor each week."

To be sure they devote hours to this work, but they are not hours after their regular day's work after the store is closed. This work cannot be done in a short time, and being an up-to-date man Bascom Smith knew this and gave part of every day to this work. After the store opened the next morning, and before business was brisk, he saw that the clerks' slips were checked and the cash balanced, that the charge sales were entered on the duplicate monthly statements and that the invoices, which had been checked in the store the day before, were entered in the synoptic and ledger. Then a glance through his Bills Payable book would show him the accounts due for the day.

He has had the evening for pleasure, and a good night's sleep has brought him to the work fresh and with a clear mind. He is able to think clearly, to analyze and to decide.

Truly Bascom Smith was a wise man. A progressive, up-to-date merchant, who knew his business and managed it.

Yours truly,
JOHN GREGORY."

Bascom Smith has a twin brother. It was the twin to whom reference was made last month! The one man spends 10 minutes after hours because that is all that is necessary. The other spends the 10 minutes because he is content to let things run along in the even tenor of their way, and is thankful that the rut is so deep he can't get out of it, though he is fearful at times lest it should overflow its banks. Truly, the Bascom of the above letter is a wise man.

Which Bascom Smith are you?—Editor.

Hawkestone, Jan. 20, 1919.

Editor, CANADIAN GROCER,—

Dear Sir,—"In your issue for Jan. 17th, as to tax on catalogue houses, putting a tax on this trade is right. These firms do an enormous business in towns, villages and country and in many a township more than all the merchants put together, not because they get cheaper goods, but by alluring catalogues and an odd bargain as a stimulant. I have no kick coming as far as these houses doing business is concerned, but why allow them to take the money out of these places and do nothing to support? If allowed to do the trade they are doing why should they not help to keep our schools, roads, streets, poor houses, public works of all kinds? What kind of a country would it be if the country stores were gone? The people would be glad to see them return, because they know what a convenience they are, but in many cases are indifferent. It is very much the same thing as if our banks in our towns and villages were allowed to gather in all the deposits of the town and surrounding country and when a local business man wanted some assistance to enlarge his factory, was told: no help here we have to send all the money to large centres."—T. A. Stone.

Editor, CANADIAN GROCER,—

Dear Sirs,—"Re stamping of proprietary articles and perfumes, I have heard a great many merchants express their feelings in regard to revenue stamps on patent medicines and perfumes, and I can assure you none of them are very favorable to the working of the order.

Stamping first: "The revenue stamp should be placed on the package by the manufacturer, the same as matches, playing cards, booze, tobacco, etc.

Second: Many merchants are paying fines, including the very best citizens of our land, that would not break any law, simply because during busy hours some one clerk failed to affix stamp.

Third: General stores generally handle these lines simply as an accommodation, there being no druggists in the locality.

Fourth: These same stores have been handicapped for help, getting on new clerks often, and while telling clerks to stamp every item sold, not always being experienced, they will forget and yet we have to suffer.

And as I say again, were these items stamped by the manufacturer as they are in the United States, any green help any merchants should have would not endanger him of a fine of fifty or so.

The retail merchants of this country, I am sure, would be pleased to see CANADIAN GROCER look into this.—A GENERAL MERCHANT.

FACILITATE IMPORT OF COCOA

The War Trade Board announces in a new ruling that in addition to shipments of cocoa beans permitted under order No. 163, issued July 11, 1918, they will consider applications for licenses to import cocoa beans originating in and coming from the Dominican Republic or Haiti, subject to the condition, however, that consuls in certifying invoices shall give priority to all available shipments of sugar and molasses over such shipments of cocoa beans. This is in addition also to shipments of cocoa beans originating in these countries coming forward to the United States on transports maintained by the United States Navy, announced in order No. 186, August 5, 1918.

Simple Book-keeping for Merchants

How to Take Out a Trial Balance—Proof That All Entries Have Been Accurately Made—Totals of Amounts Due and of Amounts Owing Easily Ascertained

By C. J. MORRIS

(Continued from Feb. 7 issue)

FOR a proper understanding of the explanations given in the present article the reader must have before him the ledger entries given in our Feb. 7 issue. Those entries represent a small but complete ledger. The period covered by it is only four days but the principle is the same as if it covered a full year.

The only account not yet explained is the final one headed Capital Account.

In order to keep our accounts correctly we must know exactly what our capital is and of what it consists. For the purposes of the present illustration we will assume that our total capital is $2.800, made up as follows: Fixtures, etc., $500; cash, $300; goods on hand, $2,000. Our cash is split up into two portions, $100 being cash in hand and $200 at the bank. These items we enter on the credit side of the Capital Account and corresponding amounts are entered as the balances on hand with which we start our business at the top of the debtor side of the Fixtures, Cash and Goods Accounts respectively. The Furniture and Fixtures Account was inadvertently omitted from our ledger last week and we therefore include it at foot of this column.

At closing time on January 4 our ledger stood with all the accounts open, no balances entered, and no totals shown. As we are now going to check our books we have closed all the accounts by entering in the various balances so as to make the totals on each side correspond, and by showing these totals.

These balances should at first be written in pencil only in case mistakes are discovered, which it will then be easy to rectify. Moreover before we can make up our final balance sheet we shall have one or two further entries to make in some of the accounts at the end of the ledger. These balances therefore as at present shown are only interim balances for the purpose of taking out a trial balance which we will now proceed to do.

As explained in the previous article every transaction we have had has been entered twice, once on the debit and once on the credit side. If therefore all our entries have been correctly made the total of the debit balances will agree with the total of the credit balances. It will be seen that the page number in the ledger is given at the top of each account. It will, therefore, facilitate matters if we refer to each account by the page number.

Firstly, we take the debit balances which are as follows:

Page	201	$37 10
"	202	20 65
"	203	24 00
"	204	22 30
"	306	1 59
"	308	2800 00
	Total	$2905 64

On the credit side we have

Page	1	$ 3 85
"	2	7 50
"	3	2 40
"	4	4 50
"	5	5 70
"	6	1 30
"	7	9 38
"	8	3 59
"	9	17 63
"	301	242 82
"	302	236 47
"	304	1825 14
"	305	25 00
"	307	20 55
"	309	500 00
	Total	$2905 64

Here we see that the total balances on each side agree and we are therefore satisfied that all our entries have been correctly made and that any calculations as to profit, etc., based upon these accounts as they here stand will be correct.

The novice at bookkeeping must not expect, however, that his totals will always balance like this at the first attempt. On the contrary the probabilities are that he will have to go over every entry and tick it off, checking it with the journal and then with its corresponding entry on the opposite side of the ledger before his totals will agree. One

Dr. Furniture and Fixtures Account Cr.

Jan. 4	By balance, $500	Jan. 1.	To fixtures, etc., $500

A panorama view of Hamilton from the mountain.

frequent source of error is the omission to make two entries for each transaction. For instance, goods sold will be debited to the customer, but the corresponding entry in the Goods Account is forgotten To guard against this as far as possible it is advisable to rule a column on the left hand side of each of the two cash columns in the ledger, and in this column to enter the page of the corresponding entry For example: Just to the left of the $5.55, first entry Dr. side of page 1 we should enter the page No. 304, and by the side of item No. 12 Cr. side of page 304 we should enter page No. 1. The entry of these page numbers will provide a check that corresponding entries have been made. But even then an error is not impossible. The merchant knowing the page number of the Goods or Cash Account enters it up in the Customer's Account and then may be interrupted and the other entry is omitted. Mistakes of this kind are sure to occur and it is therefore well worth while, before attempting to draw up a trial balance, to go through the ledger and check every entry.

Having thus verified our accounts we will now proceed to find out how much is owing to us from our various customers This we do by totalling the various balances from pages 1 to 200. Should a debit balance appear on any of these pages as would be the case if a customer had paid us a sum of money and had not yet had the goods to the full amount, that balance would not be included but would be deducted from the total of the credit balances. It will be seen that the total credit balances of pages 1 to 9 amount to $55 65 and this is therefore the amount due to us from our customers. Similarly the total of the debit balances from pages 201 to 204 is $104.05, which is the amount due from us to our wholesalers.

To facilitate finding the various accounts it will be necessary to make an index to the ledger, for which purpose a few pages at the back of the book may be used. The probabilities are, however, that a proper ledger will have such pages allotted for the index.

A correspondent writes asking how he should deal with a typewriter he has purchased also with some weighing scales. These are not Sundry Trade Expenses but must be regarded as additions to capital. They would therefore be entered on the left hand side of the Furniture and Fixtures Account and on the right hand side of the Cash Account.

Another asks where he is to enter some goods which have become a total loss through being spoiled. These should be entered on the right hand side of the Goods Account as "By Profit and Loss." and again on the Dr. side of the Profit and Loss Account as "To Goods (damaged)."

In the next article we shall show how to draw up a Profit and Loss Account which will tell us exactly what profit we have made on the transactions thus far recorded.

(To be continued)

The Milling Industry Under War Conditions

How the Officials of the Industry Have Aided in Conservation Programs and Released Large Amounts For Export

THE circumstances under which the millers of Canada carried on their industry during war conditions are interesting, and may be conveniently reviewed now that such conditions are fast drawing to a close, and normal times returning.

It was not until the war had been almost an old story that conditions became sufficiently acute to move the then Food Controller, Hon. W. J. Hanna, to invite the millers to confer with him. As a result a committee from the millers was appointed to advise the authorities in matters relating to milling, to assist in carrying into effect the orders of the Food Controller and to safeguard the interests of the mills. The committee was as follows:

W. A. Black (chairman), Ogilvie Flour Mills, Montreal; D. A. Campbell (vice-chairman), Campbell Flour Mills, Toronto; F. A. Bean, Robin Hood Mills, Moose Jaw, Sask.; L. Goldie, James Goldie Company, Guelph, Ont.; G. A. Gray, T. H. Taylor Company, Chatham, Ont.; W. W. Hutchinson, Lake of the Woods Milling Company, Montreal; J. E. McFarlane, Western Canada Flour Mills Company, Toronto; W. T. Moore, Georgian Boy Milling Company, Meaford, Ont.; Gen. A. E. Labelle, St. Lawrence Flour Mills, Montreal; Jas. A. Robb, Northland Milling Company, Winnipeg; Hedley Shaw, Maple Leaf Milling Company, Toronto; N. C. Sinclair, Empire Flour Mills Company, St. Thomas, Ont.; C. B. Watts, Dominion Millers' Association, Toronto.

Provide Means to Administer Business

The millers undertook to provide the means for the administration of the business, and all mills were assessed at the rate of twenty cents a barrel capacity. At first, all administrative work in connection with mills, including the issuing of licenses, was done in the office of the Millers' Committee; but when the Canada Food Board was established in January, 1918, it established a Milling Division, and took over the work, including the enforcement of regulations. The committee, however, continued, and has done much work of importance to the industry, including the issuing of much valuable information on milling and the production and marketing of grain by its secretary, W. S. Evans.

At the request of the then Food Controller, the Han. W. J. Hanna, the committee studied the problem of flour mills in the interests of conservation of food for the Allies and of the cost of living. Representatives were sent to the United States to study the system there, the intention being to adopt a similar system in Canada. Following this, the Millers' Committee made certain recommendations, which, on the whole, were rather more favorable to the consumer than those in the United States. They were based on a fixed margin of profit for each mill; but the Food Controller thought, in order to stabilize the price of bread, it would be better to adopt a system giving a uniform and stabilized price for flour. The Millers' Committee worked out the system required, and it involved the solution of many subsidiary problems, including the quantity of wheat the mills would be allowed to grind and its fair distribution among them, the provision of a fund to meet carrying charges, and the fixing of prices for bran and shorts.

Confronted by Serious Situation

When the price of wheat was fixed in 1917 the mills were confronted by a serious situation. No one could afford to hold wheat and the export demand was so great that there was a danger that the country would be drained of supplies. The mills could not secure the funds to buy and hold their season's supply. Eventually an arrangement was made whereby the Wheat Exporting Company, the purchasing agency for the Allies, paid for all wheat arriving at the head of the lakes and reserved a certain proportion for the eastern mills, drawing on them only as the wheat was shipped, while the Board of Grain Supervisers agreed to place embargoes on districts in the West which were in danger of being cleaned out of wheat before the local mills secured their share.

The committee has handled successfully many other matters of more or less importance, such as standards and prices of flour, and of mill feeds. As to standards, the committee was constantly consulted by the Food Board; and prices were almost continuously up for consideration, owing to the changes in standards. Export as well as domestic prices were arranged, and increases in freight and labor and of the margin of profit allowed by the United States regulations called for a rearrangement of the whole basis.

The work of the Committee is not done, by any means. With the wheat situation so uncertain, questions of great moment to the trade will be arising; and it seems probable that the Committee will continue its work until conditions become more stable.

CIGARETTE CONCERN SOLD

Tobacco Products Corporation has acquired the business of Philip Morris & Company, one of the best known of independent cigarette concerns. In connection with acquisition it is understood valuable rights will be given both common and preferred stockholders of Tobacco Products.

Quebec Tobacco a Practical Asset

Big Future is Forecast, With Large Accruing Profits—One Dealer Sold 20,000 to 25,000 Pounds Annually—Care in Production Necessary—Real Tobacco Farmers Should Be Urged to Come Here

CANADA should become a big exporter of tobacco; instead of this she is a big importer," said J. M. Fortier, of J. M. Fortier, Ltd., Montreal, to CANADIAN GROCER. "And greater production on Canadian soil will benefit all."

While this statement embraces Canada, it embraces Quebec province in particular, for it is in Quebec that Mr. Fortier has been located for many years, both as a producer of tobacco and a wholesaler and manufacturer. And he is very hopeful concerning the future of leaf tobacco as related to Quebec, believing that if certain efforts are put forth and inducements made, the day will come when Canada can and will become a factor in supplying at least Great Britain and the Colonies with their needs of tobacco.

"What about the qualities of these tobaccos that are grown in Quebec and other parts of Canada?" CANADIAN GROCER asked.

Mr. Fortier replied that it was simply a matter of proper treatment during the process of growth and curing. He said, "Too many farmers are miners. They are not farmers and work the land to death." This was said, of course, with reference to the attitude of the farmer in growing tobacco. Mr. Fortier stated that it was possible to secure excellent grades here as well as elsewhere.

Improvement Made—Some Sales

As is already shown by the statistics published, the yield for 1918 of domestic-grown tobacco in the Province of Quebec was much in excess of that for 1917. In fact the estimated Quebec yield of over 7,730,000 pounds during 1918 is more than 50 per cent. in excess of that for the year before. And this is bound to grow.

"I know of one man," said C. St. Pierre, of Centre Street, Montreal, "who bought two acres of land last year and paid $100 for it per acre. His friends said he was a fool. He may have been but he farmed that two acres with tobacco and got $2,000 for his crop."

This instance is corroborative of the statement made by Mr. Fortier that real farming will bring excellent results from tobacco.

Mr. Pierre alone, doing as he does, a straight tobacco business, said that he had sold as much as 25,000 pounds annually of leaf tobacco at retail. Some seasons it was less than this but generally around 20,000 pounds.

It was pointed out by another informant that, of course, the high prices on tobacco generally had stimulated production. But even if those prices should not be maintained, it would seem that there is a big future export awaiting development to Great Britain and the Colonies, as above suggested by Mr. Fortier.

Immigration—Instruction

Mr. Fortier was of the opinion that the plan of bringing in actual tobacco farmers ought to be encouraged. Many of these might be induced to come from the United States and even from Europe. It was necessary, he thought, to have a superior class of men who understood the needs of the growing tobacco, for so much depended upon the treatment that care and scientific treatment were indispensable. Very often the soil must be treated with fertilizers suited to the needs of the tender plants, and scientific farmers alone could maintain the soil in its most efficient and most highly-productive form.

(Continued on page 56)

STREET SCENES IN HAMILTON

1. James Street, West Side.
2. King Street, North Side.
3. King Street, South Side.
4. Corner King and James Sts.

Hamilton's Unique Market

A Tri-weekly Public Market That Has Hardly Its Equal in Canada—Surprising Quantities of Goods Sold in a Day

IN most cities the size of Hamilton the public market has ceased to be a place of particular importance; it has usually been split up into sections and become a more or less minor affair. With Hamilton, however, the situation is quite different, and Hamilton enjoys a unique distinction in this regard. It has a real market, and a market that is known far beyond the confines of the city and district itself.

Recently the long sheds that housed the various vendors of farm products were destroyed by fire, so for the moment it has lost some of its natural character, but these are to be rebuilt on an even better plan.

The market is located in the very centre of the city, immediately in the rear of the City Hall, and it is an inspiring sight to watch the throng, especially in the summer months, when fruit and vegetable vendors from a radius of 18 to 20 miles around the city congregate to dispose of their wares.

It is questionable whether in any other market of the country is there such a wide display of products or such an abundant array.

The market is tri-weekly, yet the average number of farmers' wagons and rigs amounts to 600, while in the height of the fruit season, when every farmer for miles around is in attendance, the number would far exceed that total and tax the market accommodation and that of the adjoining streets to the utmost.

Some one has made an estimate of the average selling that takes place on this market on a Saturday in the summer season, the figures are interesting and give, better than any other words could do, some indication of the extent of the business done within the confines of this market square. The list is as follows: 12,000 bushels of peaches, 3,000 bushels of apples, 8,000 bushels of grapes, 2,000 bushels of pears, 2,000 bushels of tomatoes, 1,000 bushels of potatoes, 1,000 baskets plums, 100 carcases beef, 200 lambs, 50 calves, 1,000 head of poultry, 6,000 pounds of pork, 4,000 dozen of eggs, and 3 tons of various vegetables. This will give some idea of the importance of this city market.

HAMILTON MARKET
Consumers Buying Direct from the Farmers.

Hamilton Wholesale Grocery Trade

INVESTIGATION into the early days of the wholesale grocery trade of Hamilton reveals the fact that the majority of firms date their inception to a period 40 years ago, some more, one slightly less. The early history of the trade shows where the territory served extended through to the Pacific Coast.

In the early days, the buyers came to the wholesalers—to-day the wholesaler goes to the buyer, and that very largely explains why the territory served to-day has become more restricted. Retailers now demand quick shipments—they want supplies almost daily—there is not the buying to-day for three to six months ahead, as was evident prior to the extensions of the railways—the advent of the motor truck—the wholesaler almost at his door to carry the stock. Business has undergone many changes since the inception of the wholesalers of Hamilton, but all are keenly alive to the developments surrounding them and keeping pace with the activities of the 20th century. Their stories, as told to CANADIAN GROCER, are reproduced herewith:

Balfour, Smye & Co.

THE memory of Adam Brown, Hamilton, Ont., dates back close onto a century. He is to-day in his 95th year, and is as keen as a man of 25 in every good work. Perhaps no man living to-day can so well relate the history of Balfour, Smye & Co., wholesale grocers. His picture reproduced on this page will, undoubtedly, recall many memories of the past in connection with the grocery business in this important city, and particularly that of Balfour, Smye & Co.

His connection with this firm started sixty-eight years ago and continued until 25 years ago, since which time he has been postmaster of Hamilton.

Mr. Brown pointed out that in the 1840's the late W. P. McLaren started the first wholesale grocery business in Hamilton, on the site at present occupied by the Merchants Bank, formerly the Canada Life Bldg., No. 1 King St. E. Mr. Brown, who was a clerk with him, was taken into partnership in 1852, and the firm was carried on under name of W. P. McLaren & Co., until Mr. McLaren retired from business, when Geo. H. Gillespie joined Mr. Brown and purchased the business. It was carried on under the name of Brown, Gillespie & Co. Later on H. W. Routh was taken into partnership, the business continuing under the sale firm name until the retirement of Mr. Gillespie, when it became Brown, Routh & Co. Subsequently St. Clair Balfour, who was confidential clerk, was taken into partnership, the firm name remaining the same. On the death of Mr. Routh, the firm became Brown, Balfour & Co. On Mr. Brown's retirement the firm became Balfour & Co

It was during the existence of the Brown, Gillespie & Co. and Brown, Routh & Co. that large trade sales were held annually, and which were very successful. Brown, Gillespie & Co. on one occasion chartered a vessel and brought out a cargo of Mediterranean goods of all kinds, which were offered at public auction. The sale lasted three days, attracting great attention of the trade. There were buyers present from as far east as Monteal.

On one occasion they chartered a small vessel in Liverpool, of a size able to pass through the St. Lawrence canals and deliver her cargo at Hamilton. The cargo

ADAM BROWN

Postmaster of the City of Hamilton, who in the early days was associated with Balfour, Smye & Company.

was composed principally of rice, soda ash and heavy goods.

Brown, Gillespie & Co. were the first to introduce Canadian cheese commercially in England. Mr. Brown, who was making an extended visit to England in 1865, personally visited all the large centres of trade there, and secured orders for cheese from the principal firms, many of whom a few years afterwards were specially represented in Canada. Before he left for England he induced the late Adam Oliver, of Ingersoll, to start a factory for making cheese boxes, so that by the time orders taken reached Hamilton the cheese maker could get boxes, and the orders were promptly filled.

In 1890 the firm of Balfour & Co. was formed and consisted of the late St. Clair Balfour, the late W. B. Croy, and James Somerville, the latter now Hamilton representative of the Canada Sugar Refinery and other leading manufacturing concerns. In 1893 they purchased the stock and good-will of Stuart, Harvey & Co., when Fred T. Smye and C. H. McIlroy, who for years had been associated with Stuart, Harvey & Co., joined Balfour & Co., which firm continued until 1903, when it merged with other firms, forming the Canada Grocers, Ltd., and continued until 1906, Fred T. Smye being joint manager with Jas. Somerville of the Balfour & Co. branch. In 1906 Fred T. Smye, C. H. McIlroy and St. Clair Balfour, son of the late St. Clair Balfour, took over the business from the Canada Grocers, Ltd., forming the present firm of Balfour, Smye & Co., who still continue to do business. Many of their friends often tell them that their grandfathers dealt with the house the middle of the last century. In the Balfour & Co. period, their Tartan brand was adopted.

In speaking of changes since the old days, a member of the firm referred to most remarkable improvements in the manner of distributing food. In those days the buyers were few, as were the railroads. Now the reverse is the case and the retail trade are waited on daily with hundreds of articles undreamt of by our forefathers, but which are included in the stock of an up-to-date grocery house of to-day. The evolution of the grocery trade is a fair criterion of the great progress made by Canada's commerce since the establishment of this house in 1840.

Fearman Brothers

IN December, 1913, the present wholesale house of Fearman Bros., Hamilton, Ont., was born. At that time the firm was known as brokers' and manufacturers' agents, representing in Hamilton a number of manufacturers of foodstuffs and allied products, but have since developed into the wholesale grocery business. The personnel of the firm is Frank G. Fearman, president; Charles E. Wilson, vice-president, and Major H. D. Fearman, D.S.O., secretary-treasurer.

Frank Fearman, in discussing the wholesale grocery business, stated that many wholesalers have the idea that they cannot sell a new line of goods to the retailer unless the manufacturer creates a demand for the goods. The claim of Fearman Bros. is that the wholesaler can introduce new lines to the retail trade successfully, and that their firm is operating on this idea.

Mr. Fearman is also of the opinion that the good retailer can create a demand for a first-class line of goods which allows him a fair profit; that he does not have to wait for a call for the new line if it has merit. He further maintains that a merchant, either wholesale or retail, should depend upon the sales of goods, for which they have a call for his regular daily business, but that the

staff that creates business over and above this everyday demand is the one which shows the increases in business and the better net profits at the end of the year.

Lumsden Bros.

THE wholesale firm of Lumsden Bros. was established in 1872 by John A. Lumsden, Frank Lumsden and William G. Lumsden. Prior to establishing the wholesale business, retail experience had been gained, so the step made was a decided advancement over the previous activities of members of the firm.

For 18 years the firm continued under this arrangement, when William G. bought out the brothers and was sole proprietor until his death, which occurred in 1916. The business, which had grown extensively by that time, was left to his four sons, namely: A. D., C. H., H. L., the latter of whom has just returned from overseas, and W. G., junior, who was killed overseas in November, 1916. The late W. G. Lumsden, Jr., had never been actively associated with the firm as he had just graduated from law and been called to the bar prior to enlisting for active service overseas.

The firm carried on a manufacturing establishment for several years, in which Jersey Cream Baking Powder originated, and candies and confectionery formed an active portion of the firm's manufacturing activities, this being in special charge of William G., Sr.

Pressure of the wholesale business, owing to the absence of the two brothers overseas and the unsatisfactory conditions surrounding manufacture of candy and confectionery during the war resulted in the manufacturing end of the business being discontinued on Dec. 31, 1917.

Up until 1911 the activities of the firm extended throughout Western Ontario, but at that time the selling policy was changed and the local trade in Hamilton catered to almost exclusively. In talking to A. D. Lumsden, CANADIAN GROCER was advised that they find the city trade exceptionally good, and feel that the move to specialize in this particular field was a good one.

Bristol, Somerville & Co.

BRISTOL, SOMERVILLE & CO., wholesale grocery business, is one of the oldest established in Ontario. Founded in 1861 by G. J. Forster, it has been running continuously since under the names of G. J. Forster & Co., Lucas, Park & Co.; Lucas, Steele & Bristol, Geo. E. Bristol & Co., and latterly, Bristol, Somerville & Co.

In 1869, on Mr. Forster's death, the business was taken over by R. A. Lucas and John H. Park, and later on they were joined by R. Tasker Steele and Geo. E. Bristol, and operated under the name of Lucas, Park & Co. for many years. They did business as far as the Pacific Coast in the days before the Western business became largely localized and in the hands of the Western wholesalers. They all have passed away, however, Mr. Bristol being the last on 22nd Sept., 1918.

The business is now owned and conducted by Samuel W. Somerville, who has been manager for some years and was a partner with Mr. Bristol. He started with the old firm, Lucas, Park & Co., in 1891. He has with him a number of the old staff. They go after not only local business, but as far as Windsor on the west, and the North Country up to and including points on the Grand Trunk Pacific.

The wholesale grocery business has changed largely since '61, Mr. Somerville stated. In those days most of the business was done through retailers coming direct to the house. They had one or two travelers out calling on the trade perhaps two or three times a year. To-day they have a selling staff of ten men outside. In the early days everything was bulk; to-day, a large proportion is package or canned goods. Their first purchase many years ago of 25 cases of canned tomatoes was made in fear and trembling; now, yearly purchases of canned goods will run into tens of thousands of cases.

War conditions have, of course, considerably upset service and shortage on many lines; but they look to the future with optimism, believing that, while prices will reduce some, in most lines it will be very gradual, giving the trade ample time to clean up their stocks and save loss. They feel that Canada has a great future, with its undeveloped natural resources and with the splendid record it has made in the war it is bound to bring people here from all over the world.

W. H. Gillard & Co.

FOR 10 years after the inception of the business in 1878, W. H. Gillard and John Gillard were those upon whom the early duties of becoming established fell. Ten years after the establishment of the business John Gillard died and H. N. Kittson was admitted to partnership.

In this form the business was carried on until 1901, when W. H. Gillard died, the business responsibilities then falling to H. N. Kittson, H. C. Beckett, and J. T. Gillard, son of W. H. Gillard. Fifteen years later, or in 1916, H. N. Kittson retired, and the business is now conducted by H. C. Beckett and J. T. Gillard.

The late W. H. Gillard was a partner of James Turner and Co. prior to entering on a partnership with his brother. He started in the wholesale grocery business at the age of 18 and was actively associated with it until his death in 1901.

The original business was carried on in rented quarters, but it was not many years before the firm erected the warehouse on Main St., which they now occupy. Fifteen years ago a branch was established at Sault Ste. Marie, where it is indicated they have large and commodious quarters. This branch serves the "Soo" and surrounding territory and also Northern Ontario, served by the Grand Trunk Pacific Railway. From Hamilton, Western Ontario is served, and this business extends north also, working in harmony with the "Soo" branch of this business. The business has, it is stated, shown steady growth since its inception.

One notable fact in connection with the business which was brought out is that which reveals that about six months ago the firm made a presentation of six gold watches to six of their employees who had been with the firm for 25 years. This is a splendid record of service, and one which it is indicated the firm was very glad to acknowledge in the form which they did.

Macpherson & Glassco Co.

IT was in April, 1884, that T. H. Macpherson and John C. Glassco opened their wholesale grocery business in its present site. The quarters occupied by the firm in its infancy were by no means as large and spacious as those in which they now do business, for the record of the firm is one of continual growth and expansion.

The partnership witnessed no break until June, 1903, when T. H. Macpherson died. The business was then carried on by John C. Glassco, the surviving partner, until April, 1916, when Mr. Glassco was called by death also. From that date until to-day the business has been carried on by the Glassco estate under the management of G. R. Lloyd.

Mr. Lloyd has been connected with the firm since about six months after its inception. At the time Mr. Lloyd joined the firm he was a comparatively small boy, and in the succeeding years has studied the various branches of the business very carefully. Bookkeeping, merchandising, as it relates to both buying and selling, and even becoming familiar with the operations of the shipping end, Mr. Lloyd has attained wide experience. Perhaps his time has been more closely connected with the financial end of the business, and that is his special charge even to-day.

The late Mr. Macpherson was a specialist in the tea end of the business and devoted a large portion of his time to building up the firm's tea and coffee business. Mr. Lloyd stated that even to-day, that is one of the big factors in the totals of their sales every year, as they have tried to carry out the traditions of the firm in this respect as inaugurated by the late Mr. Macpherson.

To-day the Macpherson and Glassco Company employs 10 travelers, and the territory covered ranges as far north as Cochrane and west as far as Sault Ste. Marie, in addition to the Western Ontario and Niagara districts.

James Turner & Co., Ltd.

GOING back to 1844, one reaches the year in which the firm of John and James Turner was established. Succeeding changes made show the firm operating as James and Alexander Turner, then to James Turner and Co., and from that to James Turner & Co., Limited, under which caption the firm is carried on to-day. The original members of the firm have all died, and to-day the business is conducted as a joint stock company.

The present offices of the company are C. S. Turner, president, a son of the late Alexander Turner, who died in February, 1913; A. G. Osborne, vice-president, who has been with the company for more than 40 years; Samuel Vila, managing director, whose association with the firm dates back over 32 years.

In the early years the firm used to cover Canada right through to Victoria. They claim to have had the first brick warehouse in Winnipeg, which was built in 1872. In the early days goods were shipped through to St. Paul by rail, and from there taken by wagon to Winnipeg.

Branches of the firm which had been established, although non-existent to-day, are, Turner, McKeand and Co., Winnipeg, and Turner, Rose and Co., Montreal.

Up until the time of the closing out of the licenses, this company handled liquor in a wholesale way, and this was found to be a big factor in the turnover every year. To-day the operations of the company are confined to groceries exclusively, and the territory which they serve is Western Ontario, north as far as the end of the T. & N. O. Ry., and west as far as Fort William. Mr. Vila, managing director, stated they were one of the first advertisers in CANADIAN GROCER, occupying the top of the first page next to the current prices.

GUADELOUPE VANILLA CROP WILL BE LIGHT

A report from U. S. Consul Henry T. Wilcox, at Guadeloupe, French West Indies, says that in the opinion of experienced planters and buyers the crop of vanilla which is about to be harvested in Guadeloupe will be below the average annual production of 50,000 pounds. It is said that the extraordinary harvest of 1917 exhausted the vines and that only one-third of the customary number of flowers appeared during the 1918 blossoming season. The beans which are reaching maturity, however, are of very good size, and therefore it is expected that the total quantity of cured beans will be in the neighborhood of 40,000 pounds.

There will be fewer buyers in the market this season, losses suffered last season and uncertainty as to the future prices in the United States having caused several small buyers to retire from the business. At present no estimate can be made as to the prices which will be offered for green and cured beans.

GOVERNMENT WAR TAX ON COFFEE MAY BE REVISED

Possibility That The 7½ Per Cent. Duty May Be Withdrawn in The Near Future

Coffee men are looking for the dropping by the Government of the 7½ per cent. war duty. One of them expressed to CANADIAN GROCER during the week the opinion that the Government does not treat the business interests of the country properly in this connection. He stated that when it was decided to put a duty of 4c a pound on coffee there were no advance notices sent out and naturally coffee men suffered. Ottawa, however, does not fail to send out plenty of advance advice that the 7½ per cent. duty will likely be coming off in the near future.

This makes the market unsettled because coffee men do not feel like buying very much if they can purchase later on for 7½ per cent. less.

H. W. Stuart, of Stuart's, Limited, Sarnia, Ont., was in Toronto last week, and was a guest at the banquet given by the Wholesale Grocers of Toronto to their Ontario friends.

A Window Contest for Clerks

CANADIAN GROCER is offering another Window Dressing Contest, open to Grocery Clerks everywhere, and it is hoped that this contest will prove of very unusual interest and will be entered into heartily.

The windows will be judged on the following basis:

THE BASIS OF JUDGMENT

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.
2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of branded lines the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The Prizes:	**1st** - - - - - - -	**$10.00**
	2nd - - - - - - -	**5.00**
	3rd - - - - - - -	**3.00**

All displays not winning a prize, but suitable for reproduction, will be purchased at $1.00 each.

A view of the A. G. Bain & Co. store, Hamilton. A demonstration of the fact that although Hamilton market is recognized as one of the finest fruit markets in Canada, it does not destroy that business for the retail merchant.

Selling 1,200 Loaves of Bread a Week

A Hamilton Store Makes Bread a Leader—Has Its Own Confectionery Department That is One of the Important Factors in the Store—Departmentizing as it is Done in the F. A. Nixon Store

THAT anyone could sell 1,200 loaves of bread a week, and make a good profit on the transaction, would surprise a good many retailers, who generally look upon bread sales as rather a bugbear. The fact remains, however, that it can be done, and F. A. Nixon, of Barton street, Hamilton, is the man who does it. Of course, he does not do it in exactly the usual way. He is able to do it because he bakes the bread himself, and at the same time he bakes a full confectionery line. Mr. Nixon does not look upon bread as many merchants do. To him it is a big drawing card. He can manufacture and sell it at 10 cents a loaf, and still show a substantial element of profit.

The baking establishment is situated where most merchants have their back store, and it is a busy place. There are two clerks busy all the time, not only on the bread, but on the biscuits and cakes as well.

Competition to be Encouraged

"What about the competition on this particular line?" Mr. Nixon was asked.

"There is lots of it," he replied. "Three stores in the immediate neighborhood. But that is a good thing rather than a bad. People come to look for these things in that neighborhood, so that competition is actually an advantage rather than otherwise."

Certainly this seems to have been the case in this instance. In any event the store does not appear to have suffered from the competition. The bread is mostly sold over the counter at this store, and the other store operated by Mr. Nixon at Milton and Barton streets. There are some deliveries for regular customers, but these are looked after by hiring a couple of trucks for two hours in the morning, which readily clean up this delivery at a modest cost. This department has proved a very effective trade getter. It introduced to the store very many customers that were hitherto strangers to it, and it has been a large factor in getting the passing trade. People, as a rule, are not tied down to any one confectioner, and when they see these lines attractively displayed in a grocery window they are as likely to go there for them as elsewhere, and as a result, this department has been effective in encouraging new business.

A Paying Business

"Is it a paying department in the business?" Mr. Nixon was asked.

"It most unquestionably is," he replied, "and we are sure on that point because we keep it entirely separate from our grocery and meat departments. Moreover, it is fairly easy to assure yourself that the department is proving profitable. For instance, we know from experience and from experimenting that a certain quantity of flour, shortening, etc., will produce a certain amount of confectionery products. We know what these products cost. We know what we sell them for, and we know what our overhead in this department is. It is very easy, therefore, to figure whether the transaction is showing you a profit or not. That having once been established, it is easy to keep a check on it. So much ingredients going into a mixing should mean so much coming out. There is no room with such a check for the wastage that might very readily be a large element of loss."

Keep Departments Separate

To avoid such a thing the three departments of which the business is composed are kept scrupulously separate and are made to stand very definitely on

their own feet. Each must pay its own way, or be able to provide a very good excuse for not doing so. There are three departments, of which the grocery is, of course, the hub.

Opening by a glass-faced door from this is a roomy store, equipped with glass-faced refrigerator-counter for displaying butter, shortening and cooked meats. The fittings are generally of a first class order. In the Milton street store there are only the two departments, meat and groceries, and only bread is handled there from the confectionery department. This is because it is a much smaller store, where it is not possible to keep the lines actually separate, though here, as well as in the main store, the division in charges is rigorously maintained.

Meat Department a Money Maker

There are people who doubt the efficiency of a meat department as an assistance to the grocery business. Mr. Nixon is not one of these. He is strongly in favor of the combination, and believes that it is a large element in building business, and is a large producer of revenue itself.

There are people, too, who argue that the same results may be obtained by having a butcher store in the neighborhood, or more nearly adjacent to the store. Mr. Nixon has tried this and has proved, to his own satisfaction at least, that it is not the case. He has proved it to his own satisfaction, because he did for a time rent the butcher department to another man. The business was still conducted next door, and it was just as easy for people to go from one store to the other only they did not do it, at least not as much as they had previous to this change. Then, too, he found that the revenue of the business had suffered from the loss of the profits of this department. As a result, he had once more brought this business under his own management and intends to keep it there.

A System for Ticket Sales

Each department, as has been stated, is managed exactly as though it were a separate business. Rent, light and heat, delivery, salary of manager, and the various items that make up the upkeep charges are apportioned to each department on an equable basis, and each department must pay these charges and show a profit as well.

The system adopted is simple enough. Each department is charged with everything that goes in, and is credited with everything that goes out. That this crediting may be fair a system of tickets is adopted. Sales of confectionery lines are recorded on tickets belonging to that department, and the same with the meat department. This is readily done, as all cash is handled in the grocery department, customers bringing in their checks to the grocery department pay for their meat purchase. If they make a purchase of confectionery or groceries, other tickets are made out. In the evening these tickets are made up, and in a few minutes it can be discovered just what the sales of each department have been during the day, and whether they have been cash or credit sales. If there is any waste in any department, it is charged back and becomes a liability that the department must meet. Every four weeks the stock of all three departments is taken. By this system it is not a matter of guesswork, but of absolute assurance, that each department is doing its fair share in providing not only running charges, but actual profit as well.

"We don't believe in taking a chance on our business paying," said Mr. Nixon, "we want to know that it is doing so, and we want to know right away, so that if there is a leak anywhere we can stop it before it has done real damage, and we think we have a system that enables us to do this."

Baking Powder Outlook Satisfactory

Hamilton Manufacturers Look Forward to an Assured Future —Surprising Development of Industry in That City

THAT Canadian products are being asked for, are being sought out in distant fields, is perhaps true of no one line more than baking powder. In talking with Hamilton manufacturers of baking powder, CANADIAN GROCER was informed that inquiries had been received from Bermuda, South Africa, Port of Spain, Java, San Paulo, Brazil, Malay States and Sweden. This would indicate that the eminence of Canada as a manufacturing nation is becoming widely known, and there is no doubt but that Canadian manufacturers are keen on developing the export fields which already have opened up so nicely for them.

The baking powder industry of Hamilton is a big one, there being seven factories there whose volume of trade is a large factor in the total output for the Dominion. That they should then be receiving a goodly number of inquiries from overseas is not surprising—as a matter of fact there has been some very nice export business handled already.

What the possibilities of turning inquiries into actual orders are, is just a little uncertain. The war, everyone hopes, is over, and following the signing of peace there will be big demands made upon all sources of food supply, it would seem. In its ability to supply the goods, Canada is in a favorable position, but in the matter of baking powder, as in other lines, the question of price must be considered. There is no present indication of any declines—there seems a possibility higher prices will be named. Why is this so, we may ask?

Ingredients Still High

The facts are that soda, one of the ingredients in baking powder, shows an advance to-day of 50 per cent. over last year's figures. Phosphate shows an increase to-day of 60 per cent. over 1918 figures. And it is at these high figures that manufacturers have been forced to undertake contracts for the year 1919.

So far there has been no change in prices to the trade, manufacturers generally carrying forward a very fair supply of these ingredients from last year, and the hope is expressed that by the time it is necessary to work out 1919 contracts other factors contributing to the final cost, such as containers, labels, and packing charges, may be somewhat easier and so balance up cost on products that show the advances. The manufacturers are very keen on developing new business and look to an increased turnover to assist in reducing overhead charges and keeping prices down to their present level. However, there is no guarantee that prices won't advance, but all are agreed that there seems to be no opportunity for a decline.

A Marvellous Growth

The growth of baking powder industry has been termed almost phenomenal. In the past three years some factories have absolutely doubled their business. Part of this may be accounted for by increased prices, but the actual volume or tonnage of business handled has shown an enormous increase. This is a splendid record of growth, and Hamilton manufacturers are keen on maintaining this high average. The city is well situated to handle big business, the railroad facilities being splendid and development of water routes proceeding satisfactorily. Altogether, the outlook is considered good, and the present lull in the trade as a whole is not looked upon as the condition which is to govern the year's activities.

Among the larger baking powder firms located at Hamilton might be noted: The Eggo Baking Powder Co.; The F. F. Dalley Corporation; The John Bull Manufacturing Company; McLarens Limited, and the Imperial Cocoa and Spice Company.

MAY EXPORT TO FRANCE

Among the merchandise that may be imported into France without any formality are the following animal products and by-products:

Animal Products

Fresh meats; hams and salt meats; manufactured pork products; beef muzzles; killed poultry and pigeons; killed roe, rabbit, deer, and other game; fresh and salted goose liver; canned meat; extract of meat in loaf and others; tripe, fresh, raw, dry or salt; fats of animals, other than fish; margarine, oleomargarine, alimentary fats and similar substances; animal wax; eggs, of game and poultry, and sweetened and unsweetened yolks; milk; pure condensed milk; condensed milk mixed with sugar in the proportion of less than 50 per cent.; milk flours mixed with sugar in the proportion of less than 50 per cent.; cheese; butter; honey.

The meat department of the Delta Grocery, showing the modern refrigerator and refrigerator counter.

Pulling Power of Bright Surroundings

A Hamilton Store of Unique Design Has Many Points of Interest That May Offer Suggestions to Other Merchants Anxious to Improve Their Surroundings

THERE is no question of a doubt that one of the most important factors in encouraging business is the matter of bright and attractive surroundings, and sanitary equipment.

It is not always possible for a merchant to have all that he may desire in this respect. It may very well be that for one reason or another he is prevented from having his store as attractive as he could wish. It may be that he cannot bear the financial strain of the outlay for modern fixtures or it may be that his store is not suited for one reason or another for this equipment. But there are many things that a merchant can do to make his store more attractive, and one of the best ways of deciding on these is to see what has been done by other merchants. The Delta Store, Hamilton, at the junction of King and Main Streets, owned and operated by R. Swann Mason, was built only a couple of years ago, and it was built with the idea of making it as complete as could well be without involving an inordinate outlay of capital.

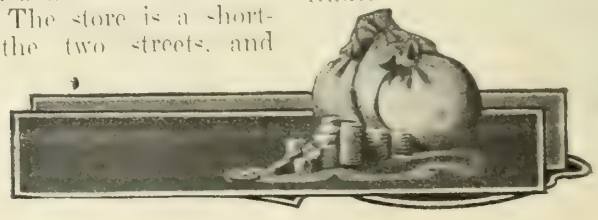
It is probable, therefore, that in this store there may be some suggestions for other merchants to reflect upon, and for that reason CANADIAN GROCER is printing herewith photos of the two departments of the store.

The store, situated as it is in a building built at the conjunction of two streets, has two doors and two display windows. The illustrations will give better than any words could possibly do the idea of the brightly lighted store.

The store is divided into two departments, but it is all one store. The dividing line is formed by the handsome refrigerator and the equally handsome office. These serve to give a suggestion of different departments, but they do not cut the store in half, or in any way do away with the general appeal of both departments to anyone entering the store.

The location is a novel one, but it has its uses. The store is a short-cut between the two streets, and many people make use of it in this way, and are consequently under the influence of the store. And it is a powerful influence. Modern bin fixtures and attractive display devices are effectively used in the grocery department, while in the meat department everything has the white spotlessness of modern glass and vitralite fixtures. The counters are refrigerated, as is also the handsome refrigerator, by a plant situated in the cellar of the store, and it is stated that this system is found to be much less expensive than the ice system.

The store is in a new and growing section of the city, and has had to go out and build business, and in doing so it has been found that the unspoken argument of cleanliness, of goods made attractive by attractive surroundings, has been one of the most important factors in building trade.



The grocery department of the Delta Grocery, King and Main Streets, Hamilton, showing arrangement of grocery and provision departments

Jam Manufacturers Keen For Business

Engaged in Intensive Selling Program—Home Market Big Factor to Develop—British Jams Being Offered—Hamilton Well Situated For Manufacturing

WHAT the future may hold for the manufacturers in Canada as a whole is perhaps at the moment just a little uncertain, but the ultimate outcome no one doubts—it will be good. What the future holds for the jam manufacturers in particular may have some uncertainty, too, but the feeling among those situated in Hamilton is that "what they have they'll hold," and to this end it might be said they have their coats off and are hard at work developing their business in Canada.

Home Market a Big Factor

True it is there has been considerable export business done during the war, and there are inquiries from overseas countries now which may be turned into orders, but intensive cultivation of the home field to retain and increase the sale of Canadian-made goods is now being undertaken. Canadian jam manufacturers have had an opportunity to introduce their products to many homes in the past two or three years, where imported jams were always found before, and that they will be able to retain this trade seems quite probable, but it means hard work.

Outside Competition to be Faced

British and Australian jams are factors to be met, but it seems that the Canadian manufacturers will be able to meet this competition satisfactorily. In pre-war days the discrepancy in wages made a big difference in manufactured cost of goods, but it would seem as though this will not be as large a factor to be faced during the coming months and years. There has also been a tendency on the part of many consumers to demand the imported article—not necessarily because it was better, but it sounded better. It has been impossible to get imported lines, however, and there is a feeling that the standing secured by the Canadian product can be developed into a permanent connection.

British Jams Being Offered

It has been thought that British jams would not be offered on this market this year, and it is not expected there will be any big shipments, although a report is current that one manufacturer is already offering goods for shipment from London, England about March 15. These are conditions which the Canadian manufacturer must expect to contend with, and that they will develop the opportunities surrounding them is the opinion of the various manufacturers.

Soldier Likes Jam

How great a field there may be is perhaps hard to determine. However, in spite of all the jibes made on jams by the soldiers and their friends, there is no doubt the fighting man has acquired a taste for jams which he will want to satisfy on his return to his native shore, and his tastes will undoubtedly be appealed to.

Hamilton Well Situated

Hamilton as a manufacturing centre for jams is well situated, being surrounded by a splendid fruit-growing country, from which farmers can bring their supplies daily to the factories and thus enable manufacturers to work on fresh fruits constantly.

Manufacturers are strongly of the opinion that the growing of even more small fruits could be undertaken to advantage by the farmer. They have a producing capacity far in excess of the amount of fruits raised by the farmers which makes it necessary to import a very large number of cars every year.

Among the jam manufacturing firms of Hamilton are the following: Wagtaffes, Ltd.; Dominion Canners, Ltd.; Furnivall-New, Ltd.; T. Upton & Co., Ltd.; The Canada Preserving Co., and the Wentworth Orchard Company.

ONTARIO BAKERS MUST RETURN TO STANDARD LOAF

Notice has been served on the bakers of the Province of Ontario by the Attorney-General, Hon. I. B. Lucas, that they must at once get back to the making of the standard loaf of 24 or 48 ounces. This size loaf prevailed prior to the Canada Food Board issuing orders which superseded the Ontario law, but this rule was rescinded on February 10 by order-in-council.

The Canada Food Board took the step it did to conserve wheat, and ordered that the loaves should be smaller, being in 12 and 24 ounce sizes. It is now illegal to sell a loaf of bread weighing only 12 ounces. There is no desire on the part of the Government to take undue advantage of the bakers, however, and they are to have until March 8 to comply with the order.

POULTRY PRICES RANGE HIGH

The Carleton Place poultry fair held at Carleton Place recently brought a large number of farmers to town, the weather being fine and the roads fairly good, and there were also a number of representative buyers in attendance. There was a large quantity of good quality stuff, and prices ran high. Turkeys sold for 40 to 42 cents, with extra good ones as high as 45. Geese brought from 25 to 27c; chickens, 32 to 35c; ducks about the same as geese. Very few housekeepers were overloaded with turkeys.

Facts and Figures About Hamilton

One of the Old-established Centres in Ontario—It Has of Recent Years Shown a Renewed Youth and Has Been Growing in Leaps and Bounds—A Centre For Many Important Industries

HAMILTON has had a long history. It was one of the earliest settlements in the Province of Ontario. For many a long year it plodded steadily along, varying comparatively little in its growth of population. In the ten years between 1879 and 1889 it had advanced from a city of 34,208 people to a population of 44,489, and the twenty-four years that followed were necessary to double the population. From that time on, however, the increase has been phenomenal, till to-day Hamilton's population stands at 110,137, which does not include the 15,000 soldiers that she has sent to the front. Even more remarkable has been the growth in assessable property. In 1879 this totalled $15,168,280, while to-day the property is assessed at $88,267,-195. It is generally conceded that bank clearings and customs returns give a fairly accurate indication of business conditions. If this is so, Hamilton is certainly in a thriving condition. In 1914 the bank clearings totalled $148,834,586, and in 1918 they stood at $262,476,476. The customs returns for the port of Hamilton in 1914 were given at $2,274,-690.40, while in 1918 they had reached $6,758,349.75. Hamilton is essentially a manufacturing city with 425 manufacturing establishments, many of them of a very extensive character, but it is also a city of homes, having 20,554 houses, a percentage per population that would compare favorably with cities anywhere.

It is a city well equipped and well maintained. It is a city of which its citizens may well be proud.

Are Not Neglected

Notwithstanding the progress that they have been making industrially, Hamilton citizens have not in any way neglected the things that make life worth while, in the shape of nicely laid out streets, nice comfortable residences, parks and similar features. From a beauty standpoint Hamilton is somewhat favorably located on the Hamilton Bay, and has one of the best land-locked harbors on Lake Ontario. The city is somewhat extended, covering an area of almost 8,000 acres. It has about 30 miles of asphalt roadways, over 200 miles of cement walks, fifteen public parks, several of them real beauty spots.

Big Fruit Trade

Fruit farms, which are without question among Canada's finest, stretch for miles through the Hamilton and Niagara district. More than a million dollars' worth of choice fruit, peaches, grapes, plums and other fruits are shipped from this section each season, and a very large percentage of it passes through Hamilton.

Hamilton is essentially a business community and the rapid strides it has made in manufacturing have placed it among the best known of Canadian cities. "Made in Hamilton" goods are now sent from coast to coast, and in some lines in no small quantities.

"The Mountain" is one of the features of the city from a scenic standpoint. From its summit one has a most attractive view of the city, and the splendid country surrounding it. Looking westward, a bird's-eye view of the rich Hamilton Valley is obtained. Five miles away to the east is Burlington Beach, the summer resort of the citizens. To the north, a splendid view may be had of the waters of Hamilton Bay, while for miles to the south-east stretch the fruit gardens. The panoramic effect to be seen from the summit of "The Mountain" is said by many to be among the most beautiful to be seen in Canada.

The centre of Hamilton's shopping district looking north on James St.

MADE-IN-HAMILTON SECTION

HAMILTON'S LEADING WHOLESALE GROCERY HOUSE

We are exclusive distributors for

"SALADA" TEA
PERRIN'S BISCUITS and CONFECTIONERY
STUART'S JAMS and MARMALADE
"BUFFALO" BRAND PEANUTS and PEANUT BUTTER
APEX QUALITY PRODUCTS
WHITE SWAN SPICES and CEREALS

Mr. Manufacturer

We make a specialty of exclusive agencies, introductory and detail work. We offer the best distribution and service in this locality. Ask the proprietors of any of the above-mentioned products.

Mr. Merchant

In addition to the above we are prepared to take care of your orders for general grocery lines. Quick delivery guaranteed.

Fearman Bros. Limited

Wholesale Grocers
Hamilton, Canada

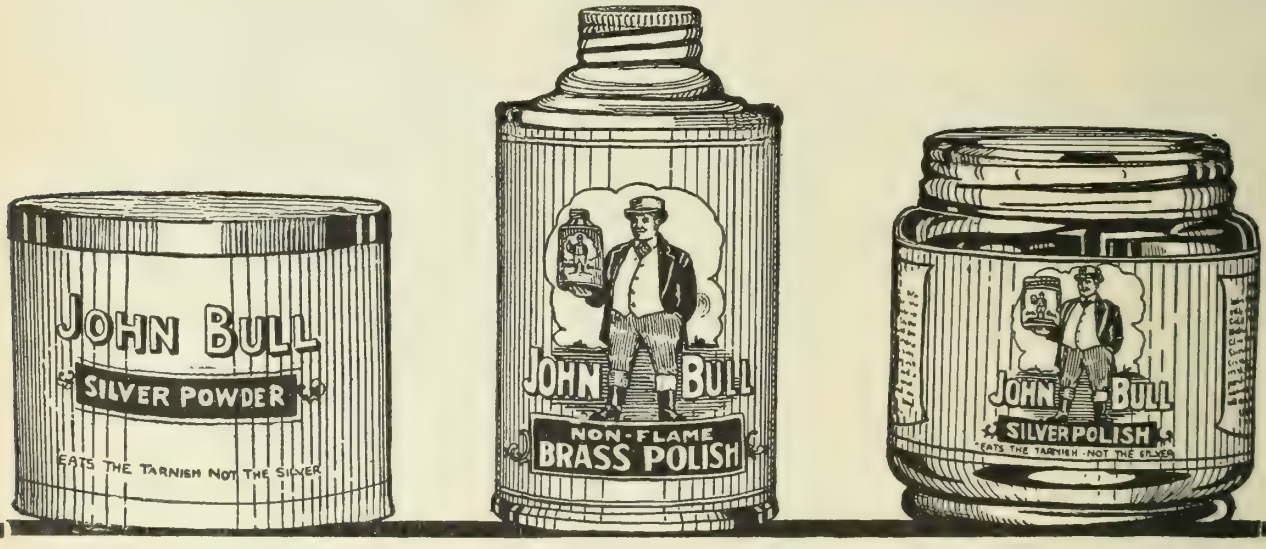
MADE-IN-HAMILTON SECTION

The Hamilton Home of "Quick" Hand Cleaner

A thoroughly dependable line in every way, Quick Hand Cleaner should be well displayed in every grocery store. There is always a demand and a good demand for such an instant hand cleaner as "Quick." And "Quick" is a good money-maker, too.

It is the one great dirt remover.

Lumsden Brothers, Hamilton, Ont.



FAMOUS OLD ENGLISH POLISHES — NOW MADE IN CANADA

JOHN BULL PRODUCTS

ATTRACTIVE DISPLAY

GIVE YOU

GOOD PROFITS

SATISFIED CUSTOMERS

Put up in all sizes — Sold only through the Trade

Manufactured By **JOHN BULL MFG. COMPANY, HAMILTON, CANADA**

Selling Agents for Canada: **S. H. MOORE & COMPANY, 704 Excelsior Life Bldg., TORONTO**

MADE-IN-HAMILTON SECTION

Furnivall's

We have all varieties in stock including Seville Orange Marmalade and fresh Strawberry Jam.

Remember that every bit of this Jam is made in a big, well-lighted, well-equipped factory in the heart of the fruit district of which Hamilton is the hub.

From these sun-kissed fruit farms come the fine fresh juicy fruits that are later transformed into the delicious wholesome jams that bear the name *Furnivall.*

The wholesale trade handles Furnivall's. Would you like to have a list of varieties, sizes and prices mailed you?

FURNIVALL-NEW, LIMITED

HAMILTON, CANADA

Agents:—**The City of Ottawa** and the **Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** R. M. Griffin. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S.

MADE-IN-HAMILTON SECTION

Armour's
QUALITY PRODUCTS

VERIBEST Ham, Bacon and Leaf Lard are lines you can carry with profit. Veribest on the label insures you of the choicest it is possible to obtain, both from the quality and flavor standpoint. Stock Veribest Lines for your Very Best Customers. It pays.

THE OVAL LABEL BRANDS—YOUR CUSTOMERS KNOW THE QUALITY.

ARMOUR AND COMPANY
HAMILTON - ONTARIO

Branch Houses at
TORONTO MONTREAL SYDNEY

Armour's QUALITY PRODUCTS

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

Tartan BRAND

SIGN OF PURITY

is worthy of your best efforts in the way of salesmanship

For goods bearing this well-known mark you can make the strongest assertions of good quality with the absolute assurance that the goods will back you up every time.

"Tartan" Brand Service

It is our constant endeavor to give you a service in the way of prompt delivery and careful filling of orders that will aid you in making the greatest possible success of your business.

Tartan Brand Lines

CANNED VEGETABLES
CANNED FRUITS
CANNED SALMON
BAKING POWDER
SOAPS
BAKING SODA
SYRUPS
SPICES
EXTRACTS
JELLY POWDERS
CREAM OF TARTAR
MUSTARD
BORAX
PEELS
COFFEE
CURRANTS
FRUIT JAR RUBBERS
ICING SUGARS
OLIVES
Every Package and Tin Fully Guaranteed

PHONES: REGENT 3595, 3596, 3597, 3598 and 4656—FREE TO BUYERS.

PHONE YOUR ORDERS AT OUR EXPENSE

BALFOUR, SMYE & CO., Importers, Packers Wholesale Grocers HAMILTON, ONT.

MADE-IN-HAMILTON SECTION

Is it any wonder that Wagstaffe's Hamilton Jams are superior?

With a large, well-appointed, modern factory situated right on the edge of the finest fruit belt in all Canada the firm of **Wagstaffe Limited** possess every facility for producing the kind of quality jams and marmalades that have made the name **Wagstaffe** the stamp of better quality in both these products.

Your customers know **Wagstaffe's.** A little window or counter display will put you in touch with the jam lovers of your community.

Large stocks now on hand from which to fill your order.

Wagstaffe, Limited

Hamilton **Canada**

MADE-IN-HAMILTON SECTION

Hamilton is the home of Egg-O Baking Powder

The **EGG-O BAKING POWDER CO., LIMITED,** is an out-and-out CANADIAN concern making a real BAKING POWDER.

It is financed by CANADIAN capital and the profits stay in CANADA.

It is free from foreign control, in no way connected or associated with the TRUST.

It is a real CANADIAN company making a quality product for CANADIANS.

We are glad to say CANADIANS are appreciating this. Our business in 1918 in Ontario alone was 21 (TWENTY-ONE) times what it was in 1915.

WHY? Three Real Reasons

The consumers are getting value for their money. The dealers are getting our co-operation and a good profit.

The jobbers are getting a square deal.

We are giving REAL SERVICE.

Egg-O Baking Powder Co.
HAMILTON

MADE-IN-HAMILTON SECTION

We put the "Ham" in Hamilton

Hamilton—the home of so many quality products—offers no finer or more pleasing line to the Trade than

Fearman's "Star" Brand Hams and Bacon

Star Brand Hams and Bacon have a delicious, satisfying flavor such as will add zest to your customer's appetite—selected from the very best stock and cured by experts.

Win the confidence of the most critical by selling **Fearman's "Star" Brand Hams** and **Fearman's "Star" Brand Bacon.** They are ideal lines to feature for the Easter trade, when they will be relished even more after the Lenten season.

Star Brand Pure Lard is the finest on the market.

All made under the supervision of the Inspection Department of the Dominion Government. Order your supplies now.

F. W. Fearman Co.
LIMITED
HAMILTON

MADE-IN-HAMILTON SECTION

UPTON'S

PURE ORANGE MARMALADE

A LINE YOU CAN HANDLE WITH CONFIDENCE

Delicious with the Tang of Choice Seville Oranges—You can depend upon "Upton's" being uniformly good, always conforming to the highest standard of Purity and Quality.

Ask Your Jobber

THE T. UPTON COMPANY, LIMITED

HAMILTON - CANADA

MADE-IN-HAMILTON SECTION

ATTRACTIVE DISPLAY

is one of the main factors in selling goods—so, naturally, a desire for your wares will be created when you display them in

FREEMAN REFRIGERATOR EQUIPMENT

Write for Catalogue.

THE W. A. FREEMAN CO., LTD. - HAMILTON, CANADA

BRISTOL, SOMERVILLE & CO.

HAMILTON - CANADA

Wholesale Grocers

Domestic and Imported Goods

We Specialize Service

Ask us for

Wrapping Papers and Twines

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

AYLMER BRAND

Catsup A pure Tomato Catsup. Its delicious flavor appeals to every taste. Put up in many sizes. Glass Bottles and Stone Jars.

Marmalades that have made a reputation—for High Quality, making them a desirable line to carry. Every time you recommend Aylmer Brand it increases your customer's confidence in you, because she knows that Aylmer on the label insures quality.

Jams Get this Business-builder working overtime for you. Display the jars on your counter or shelves prominently. Your customers are well acquainted with the line—a reminder is all they need.

Jellies Recommend them strongly—they are of the same high quality as all other Aylmer Products. The supply is not unlimited, so the tip is Buy Now.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

R.M.A. Convention Program

Long List of Important Questions That Will be Discussed at Forthcoming Convention of Dominion Board

AMONG the matters to be discussed at the forthcoming convention of the Dominion Board of the Retail Merchants are the following important and diversified questions: They should make this convention, which is to be held at the Chateau Laurier, Ottawa on March 17 and 18, a meeting of outstanding importance.

1. The proposed increase in telephone rates.

2. The abolition of news stands and the selling of other goods on Government property upon which public buildings are situated.

3. The best means of dealing with N.S.F. cheques.

4. The proposed increase in express rates.

5. The advisability of sending out lists each month, setting out a list of goods which require to be kept track of when a sale is made, or which require war stamps.

6. Wholesalers selling direct to our customers, and the best way to stop it.

7. Consideration of a circular sent out by the T. K. Kelly Sales System, of Minneapolis, Minn., re Clothing Section.

8. The best means of calling the attention of manufacturers to the Price Maintenance Contract Selling Plan, and considering the plan which has been copyrighted.

9. Consideration of the general effect prohibition legislation has had on the payment of accounts due to retail merchants, and announce the same publicly.

10. Consider the advisability of urging upon the University Councils throughout Canada the importance of instituting short courses in merchandising which would be applicable to all retail merchants and their clerks.

11. That if any changes are made in the classification of freight by the Railway Freight Companies that the retail trade be properly protected.

12. That special provision be made whereby each branch of our Association can follow some definite plan which will benefit those who are interested in the question of community building.

13. That we place ourselves upon record as being opposed to any system that may be advocated for the fixing of prices or profits on the retail merchants unless such system is applied to all classes in the community, and to all things manufactured, produced or sold.

14. That we consider the advisability of having standards setting forth the quality of lard and other eatables, as well as paints and like articles.

15. That we consider very carefully the reconstruction programme as mapped out by the Dominion Government, as well as by other organized bodies, so as to see that our interests are properly protected.

16. Consideration of a communication forwarded to us by the Cost of Living Commissioner re the retail sale of beans.

17. That we consider the best plan of giving returned soldier-clerks the preference when we require assistants.

18. That we consider the question of the customs authorities seizing automobiles and confiscating the same when liquor of any quantity is found in them, and when said automobiles are purchased on the instalment plan.

19. That we take active steps to ascertain the trading policy of all manufacturers and wholesale dealers.

20. That we take active steps to inform the public as to the deceptive methods that are adopted by so-called co-operative societies.

21. That the railway companies be asked to prohibit the use of their cars for storage purposes for commercial railway peddlers and transient traders, and that a different rate be charged to retail merchants who own their businesses to those who do not.

22. That provision be made to have all commercial subjects, such as the necessity and the importance of the retail and wholesale trade, set forth in all agricultural colleges.

23. That we consider the advisability of consulting with the railroad companies to endeavor to have goods that could be shipped in slack seasons shipped then instead of during the busy railroad seasons.

24. To consider the following resolutions forwarded to us from the Manitoba Grain Growers' Association, Brandon Convention, January 8-9-10, 1919:

> "That this Convention believes the Government should revise the laws pertaining to the sale of grain and produce, that the rights of the seller should be properly protected to prevent the recurrence of such losses as have been sustained by farmers in the default of the Canadian Farmers' Hay and Produce Exchange.
>
> This concern, though licensed and bonded, with a seat in the Grain Exchange, and to all appearances safe, defaulted with no assets and about $86,000,000.00 liabilities. Farmers who had shipped grain to them suffered a total loss."

25. Devise a plan to let all other organized bodies know what our Association stands for.

26. Consider the plan adopted by some of the Provincial Boards whereby they secure a reduction in their fire insurance premiums, such as the arrangement entered into by the North-western Mutual Fire Insurance Company.

27. That we consider and endorse the proposal submitted by the Grocers' Section regarding the sale of staple articles, such as sugar, bread, tea, etc.

28. That we make provision to have suitable articles published in the daily press so as to educate the public and enable them to see that our Association is organized for the purpose of protecting the legitimate retail merchant as well as the public

29. That every possible effort be made to prevent any increase in the smuggling of goods into Canada.

30. That some definite and intelligent plan be adopted to point out to the farmers the inconsistency of operating farmers' clubs.

31. That steps be taken to have the Cost of Living Department removed from the Department of Labor, and either operated as a separate and distinct department or in connection with the Department of Statistics.

32. That special attention be given to the subject of having International Collections of accounts through the courts of the various Provinces.

33. Considering the advisability of improving the present system of enforcing and prosecuting those who violate the False Advertising Act.

34. The advisability of having a uniform membership card applicable to the whole Dominion.

35. The issuing of Charters to all Boards, Branches and Sections of our Association in every Province.

36. The consideration of a feasible plan to safeguard the retail trade against fraudulent commission agents.

37. The advisability of having a uniform system of credit reporting and collecting throughout Canada.

38. That full consideration be given to the legislation proposed by the Government to establish employment bureaus throughout Canada.

39. That we consider that any plan that is proposed whereby War Savings Stamps are given away similar to Trading Stamps is injurious to the retail trade.

40. That it is very necessary that immediate steps be taken against any person or persons who use the name of our Association without our authority, or adopt a name for any undertaking that will confuse the public or enable them to believe that whatever they promote is done by our Association.

41. That we consider that it is detrimental to the best interests of the trade and commerce of Canada for the Government to enter into any commercial undertaking, such as the selling of fish, etc., that can be done by those who contribute taxes to support the Government of the Provinces and of Canada.

42. That we consider the advisability of appointing a committee to advise retail merchants in all lines of trade as to whether the forms used by manufacturers who sell their goods on the Price Maintenance Contract Plan is the correct plan or not.

43. That we consider and report on the plan now being developed and known as the Goodwin Plan.

44. Secure the full particulars regarding the methods that are being adopted to promote a campaign for "Made in Canada" goods, and ascertain if proper means are being used to protect the retail trade.

TOBACCO PRODUCTION IN QUEBEC ITS SALE

Continued from page 35

Of course study and care, and a certain amount of instruction would go far toward getting a better production and a more valuable return from the soil with tobacco as a crop, and in this direction a thoughtful farmer would be able to make real progress.

What's This to The Grocer?

Many dealers have made a specialty of selling leaf tobacco. Among those interviewed the fact seemed generally agreed upon that once a man used a little Canadian leaf tobacco, he would continue to smoke it. Several stated that they had an increasing demand for good leaf tobaccos, and that this came, not from a particular class, but from among the mass of smokers generally.

This being the case, there ought to be an opportunity ahead for the grocer. The line ought to yield a fair margin of profit, in fact it would simply be necessary to develop knowledge as to the various qualities, and use this to good purpose in recommending grades. The fact remains, in any case, that Quebec produced last year nearly seven and three-quarter million pounds of leaf tobacco, and this was altogether less than she needed. Much of this big crop went into cigar wrappers and was used in making cigars and plug tobacco. The fact remains that hundreds of thousands of pounds are bought by the consumer. Can the grocer not get his share of this profitable selling? It is a good profit yielder, according to those selling it.

Will Defend Right to Buy Co-operatively

Civil Service Co-operative Society of Ottawa is Ready to Battle For Right to Buy From Whom it May See Fit—Buys Only Special Lines—Leave Grocer to Sell Staples

OTTAWA, Mar. 5.—As the Retail Merchants' Association is going to take a determined stand against such co-operative organizations as the Civil Service Co-operative Society—even going to the length of instituting a boycott against those who furnish the society with supplies—it is interesting to learn the attitude of members of the society itself.

There are about nine thousand civil servants in Ottawa, and the organization believes that, in time, it will have them all lined up in the endeavor to buy co-operatively. In conversation with the representative of CANADIAN GROCER here, leading officials of the society outlined their objects and how they propose to carry them out. "Our idea is," said this official, "to handle only such lines as will make it worth while to buy co-operatively because of a considerable saving which can be effected by our members. We would not, for example, touch things like sugar, on which the margin is close, and on which we could not effect an economy worth considering. And our ultimate object is to induce the retailer to bring down prices to a point where the margin between the wholesale and the retail price is only reasonable; if this can be effected, as we think it can, the co-operative movement will automatically drop out of existence. The retailer is undoubtedly performing a service to society, but it is one which we do not think we should have to pay heavily for, so long as we can perform it for ourselves. Take the case of the housewife who bakes her own bread. She could, of course, get it from the baker, but is anyone prepared to say she has not the right to bake it herself if she desires to do so? She has no animosity against the baker, but simply feels she cannot afford to pay him for something she can do herself. But the price may be so reasonable that it is not worth her while doing this for herself. When the prices of foodstuffs reach that point there will be nothing further heard of co-operation in the Civil Service.

A Mutual Boycott Possible

"We understand that the Retail Merchants' Association proposes to boycott those who supply us. Well, that is a game which two can play at. I do not think they can cut off our supplies, but if they do, we shall know it immediately the boycott goes into effect, and we, in turn can boycott them. There are the big mail-order houses to turn to. We could get them to supply us, and we could give them business which would make it well worth their while to do so. The saving effected would be quite enough to swing the whole Civil Service with us.

"Buying in this way has been going on in the Civil Service to some extent all along for years. We have brought in things like vegetables and maple syrup, and effected a big saving. And take a look at some of these price lists and see whether it is not worth while to buy co-operatively."

The price lists shown were chiefly on foods, and on some lines, such as tea and canned goods, the saving effected was certainly considerable. The official quoted refused to name the firms from whom the quotations came.

Sold Ten Tons of Fish

"Take the case of fish. Last month we disposed of ten tons of frozen fish among our members, and we delivered at a price of fifteen cents a pound what was being retailed for from 25 to 35. Each department makes its own arrangements regarding delivery. At present we are using different warehouses for delivery, but when properly operating we mean to have one man with adequate facilities act as warehouseman for the whole association. No one is being paid for the work being done in organizing and conducting the affairs of the association at present, and nearly all the work is done outside of office hours, although occasionally distribution of small quantities such as fruit is done here. Every transaction is for cash, and nothing is ordered until the money is in hand. As to an example of the saving possible. I may say that we are buying tea at 48 cents a pound for which we have been paying 60 cents at retail.

"The Civil Service Co-operative Association has come to stay until prices at retail reach a reasonable point. Then it will automatically disappear, as I have said. On the other hand, if prices should thereafter again get excessive it can automatically reappear as easily."

Editorial Note.—CANADIAN GROCER would like to hear from members of the trade regarding the above, particularly on the point as to profits retailers are alleged to be making.

Early Closing Does Not Curtail Business

B. G. Crabtree, Ottawa, Finds New Regulation Works Satisfactorily For the Store—Cash and Carry Prices Effective

THE grocers, as well as other trades, complain a little that business is slackening off somewhat. The closing of the Imperial Munitions Board here made quite an appreciable difference in the retail business as there were a number of men with families employed. In the higher offices good salaries were paid, and many of the officials were good spenders, particularly on their tables. It is also noticed that, since the war ended, quite a number of English people have returned to the Old Country.

Collections are Very Satisfactory

Grocers are very well satisfied with the early closing hours they have adopted. B. G. Crabtree informed CANADIAN GROCER that their sales on the first Saturday they closed were greater than for any previous Saturday. "This simply goes to show that you can put a 'welfare' scheme of this sort over, and get much better co-operation from the public than was formerly the case. A few years ago if we had closed for such an occasion as Sir Wilfrid Laurier's funeral we should have thought it necessary to stay open that Saturday night until twelve oclock. Times have changed for the better."

Cash and Carry Successful

About a year ago Mr. Crabtree put the cash and carry system into operation in his grocery. It was the idea of Mrs. Crabtree, who is a shining example of how successfully a woman can co-operate with her husband in business. Mrs. Crabtree's active participation in the business of this Elgin Street store is well known to have added much to the pleasure and convenience of doing business there from the customers' viewpoint. Mrs. Crabtree went to Chairman Thomson of the Canada Food Board with her idea of a cash and carry system as an economic advantage at a time when help was scarce. He saw its value and gave it every encouragement, issuing a bulletin in which attention was called to the move. It has developed so that it is now accountable for about half the total business of the store, and is constantly developing. It applies to everything except bread and sugar, and it is hoped to extend it to those items if possible. There has been no tendency on the part of customers to take advantage of the scheme by asking for the delivery of those articles only.

Returned Soldiers Give Good Service

Mrs. Crabtree remarked on the satisfaction they were getting from employing returned soldiers. "This was not our experience at first," said Mrs. Crabtree; "one day we hired no less than eleven men, of whom only one showed up, and he only lasted one day, but latterly they have been doing finely. We find that the men we hire have been the better for their war experience. We have a great many who come seeking work, and they seem to be a fine type of man."

In speaking to Mr. Crabtree about their experience of the co-operative

(Continued on page 70)

Price Cards Help the Salesmen

Salesmen's Work More Effective With Less Effort if Goods Are Priced — Increase Value of Window Display—Inquiry Reveals This Fact—5 and 10 Cent Tables Examples of Success of Use of Price Cards

By C. J. MORRIS

WHY do many grocers to the detriment of their own trade neglect or refuse to place price cards on the articles they display in their stores and windows? Can it be that they are not convinced of the fact that their chances of making a sale of a priced article are, to put it moderately, at least twice as great as with the same article on which no price is shown? Do they imagine that by not exhibiting a price they will induce the prospective customer to come in and make the enquiry and that they will then have a better opportunity of making a sale? Or do they believe that the average customer objects to the general public being made familiar with the price of the article he is purchasing? Taking the latter idea first, there is this much to be said for it, that in the case of a dry goods merchant selling ready-to-wear clothing or millinery it might have some show of reason. Mrs. Jones may object to be seen in a custume which all her friends will recognize having seen in Messrs. Togemup's ticketed at $24.95. Or Mrs. Brown may feel some diffidence in showing off an article of headgear which the feminine portion of the community will at once remember as an attractive display feature of Messrs. Chapeau's recent spring millinery show marked at $6.98.

Exceptional Cases Are Outlined

It is not our purpose here to pause and enquire whether these ladies' aversion to publicity in the matter is due to the fact that they may have considered the articles referred to a bargain at the price and would have liked them to pass for having cost more than they really did or whether their reluctance in buying priced goods would have been equally strong had those prices been far beyond what any of their friends would have been able to pay. Suffice it to say that in such cases there would be some justification for the dry goods merchant refraining from publicly marking the price of his wares.

In the case of the grocer, however, this argument will not apply. His goods are not articles of apparel but are commodities which are used in practically every home in the country and the price of which is known to everyone, and therefore it is difficult to see what objection to the price being known could possibly arise.

Goods Not Marked to Bring in Customers

Let us then take the other suggestion—that the article not being priced may lead the customer to come in and enquire the price. This may be true of the man who has practically decided to purchase and who would have come in in any case whether the article were ticketed or not, but this is not the man you wish to get by your window display. The man you wish to secure as a customer is the man who when he started out had no intention of purchasing, but who, on seeing the article displayed, recognized his need of it or his ability to make use of it and, finding the price within his means and reasonable, decides then and there to buy. How many men thus situated would take the trouble to enter and make an enquiry as to price? Is it not natural for a man to feel that the price may possibly be higher than he expected, in which case he would have to leave without making the purchase. It is an undoubted fact that many men, and women too, feel that way in asking the price of an article. They feel that the fact of their not purchasing is equivalent to an expression of opinion that the price is too high. In actual experience it frequently happens, however, that the price is actually less than they expected and less than they are willing to pay.

Lack of Price Cards Delayed This Purchase

The writer has in mind a case in point in which a general store was making in one window a feature of children's toys. For several months a nearby resident was continually passing the store with his little girl, to whom the window display was a source of great attraction, and she frequently asked for one particular toy. As no price was shown, however, and as her father was under the impression that the toys were somewhat expensive, it was some time before her persistency gained the day and an enquiry was made as to prices. Much to his astonishment, the father found that the cost of the various toys was not much more than half what he expected they would be, with the result that the child was made happy forthwith, and since then has been a regular recipient of toys from the store. In this case the eventual result was satisfactory to the seller, but how many sales may he not have missed by people who might have bought had they known the prices, but who would not go out of their way to enquire?

Increasing Effectiveness of Window Display

Of course a store's regular customers would show no diffidence in asking prices, and to the merchant who is content with the customers he already has and has no wish to extend his trade it may not be so necessary to price goods as it is for the go-ahead man who is desirous of adding to his clientele. But the show window should be one of the grocer's chief agents in securing fresh customers and if he exhibits goods therein without showing any prices he is neglecting to make full use of it to that end. For every one person who will enter to enquire the price of an unmarked article there will be at least five persons who would feel interested to know the price but who will not take the trouble to enter the store specially to find out what it is; and the merchant thus misses five chances of securing a fresh customer for every one chance secured through not marking the price.

Statement Based on Inquiry

This may seem an arbitrary statement but it is based on enquiry made of 25 different people as to their attitude in such a matter.

The question put to these 25 persons was: "Supposing you saw in a store window an article of which you were not in actual need but which you would like to have, and no price were marked on it, would you go in to enquire the price?" Of the 25 replies only two were a direct "yes"; four were doubtful and the remainder, variously expressed, amounted to a negative. Extended enquiry would no doubt produce replies to the same effect in about the same proportion.

A lesson may well be learned from the department stores in this respect. Consider the number of small articles usually sold in stores at any price from 5c to 25c. In the department stores they are displayed on tables and ticketed 5c, 10c, 15c, or whatever the price is, and any woman walking through the department will invariably notice at least two or three articles which she needs, and in the majority of cases will stop to purchase them. But suppose they were not price-ticketed and it were necessary for her to enquire the price, the chances are that she would pass them by. And the point for the grocer to notice in this connection is that he can sell all these articles at the same price as the department store and make a good profit out of them. Occasionally the department store may mark one particular article down to draw attention, but this is quite exceptional. The great majority of articles of this nature sold bear their full margin of profit.

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SHORT-SIGHTED POLICY

IT would cost less to only keep your store open three days a week but there is no question whatever that it would not pay so well.

A merchant who thinks only of "the cost" of advertising often persuades himself that by advertising only half as much as usual he is saving one-half of the expense of advertising.

The same logic would lead him to keep his store open but half the time—thus cutting running expenses in half and "saving" all of the money!

The plan of adequate advertising service (for your ads do render a most valuable service to your patrons) is as essential to store success as the plan of keeping the store open every shopping day!

THREE BIG FACTORS

ONE of the most important things in connection with any store to-day is the sales force. The sales force includes more than your clerks and salespeople. Your show windows and your advertisements, if properly handled, can do just as much for you in quickening turnover, more in many cases than your sales staff can. Every good window display will produce direct results and the same can be said of forceful and timely advertising. An advertisement does not need to occupy a whole page of space to deliver its message. The combined efforts of a well-trained sales force, a well-dressed window and a well-worded advertisement make a combination that cannot fail to increase business.

ANOTHER DANGER POINT

A NEWS despatch announces another danger point for the harassed general merchant. A number of merchants have been accused of selling camphorated chalk without a stamp attached, and many merchants of Kitchener, Linwood and Elmira, faced Police Magistrate Weir, of Kitchener, Ont. charged with this offence. They pleaded not guilty on the ground that the product was not a medicine, nor was it sold for any disease or affection of the human system. The cases were deferred pending the decision of the Revenue Department as to whether the product required a stamp or not.

It is to be deprecated that cases should be laid against merchants for infringements of the act that are not definitely established. It leaves the impression that the idea of the inspector is to entrap the merchant rather than to enforce the law.

DAYLIGHT SAVING

THE Daylight Saving plan will likely be considered again this year in many parts of the Dominion. And many mercantile interests in all parts of Canada, who have found the measure of advantage in the past year have already expressed themselves as being in favor of the plan. Last year there was a wide difference of opinion over the matter. Many merchants bitterly opposed the measure. Others were just as strongly in favor. Whether the Government will take action again this year to make the Daylight Saving plan general remains to be seen. It is stated in some quarters that the Government, now that the war is over and greater production is not so urgent, may leave the question for each municipality to decide for itself. One of the chief difficulties in connection with this might be the confusion resulting in regard to train time. This, however, would be a matter for travellers to solve. In a general way it would appear that city merchants and their employees are inclined to favor the plan, while in the country districts there is much division of opinion.

CUTTING DOWN DISTANCES

WHILE important developments are taking place in Canada in regard to the establishment of an aerial service between different points similar projects are maturing elsewhere. One of the most important is that headed by Reginald Lloyd of London, England. A company already formed by him plans an aerial route for both mail and passenger service between Australia and London. Landing sites are to be 300 miles apart. The route planned is from Sydney or Melbourne to Port Darwin, overseas 300 miles to the Island of Timor, across Java and Sumatra to Singapore and Calcutta, across India to Karachi, thence to Bagdad and Port Said.

From here there is the choice of many routes to London and it is likely that several may be settled upon according to the commercial possibilities they present. It is expected that the complete journey from London to Sydney will be made in 150 hours. The importance of this from the standpoint of business men is obvious when a comparison is made between the time it now takes. There are many indications that aerial travel will work the most important revolutions in minimizing distances that have taken place in a long time. Canada, it is expected, will have one of the first services of any size that will be in operation.

A WAITING GAME

CANADA is supposed to be engaged in a process of reconstruction, involving the change from war-time conditions to such peace-time conditions as will permit of activity and prosperity. There are indications, however, that many people are engaged in a waiting game, each waiting for others to make the move. There seems little disposition on the part of anyone to take the lead. Many business men are realizing that activity will not come until a very considerable readjustment in costs has been made. A new scale of values must be created, of commodities of all sorts and of labor. It is not certain that this will occur eventually, but it seems very probable. Many believe that lasting prosperity cannot come except through such wholesale readjustment. If by any chance, or accident, activity is resumed without the proper scaling down of costs, or in other words, without considerable restoration in the purchasing power of the dollar, the activity, they say, will be mere activity and not prosperity.

THE RETAILER AND THE MANUFACTURER

A NUMBER of retailers and manufacturers have expressed their appreciation of the series of articles running in CANADIAN GROCER showing the individuality and selling power of the retail dealer. Progressive retailers everywhere point out it is their policy to co-operate with those manufacturers who co-operate with them in the matter of profit, in general dealings with them and in maintaining quality in their products so that their customers will be satisfied.

These articles are demonstrating, by giving definite cases secured first-hand from retailers, that the aggressive retail dealer is a creator of demand and not simply an automaton or slot-machine for the handing out of goods that are asked for.

They are assisting many retailers to realize the selling power they possess and for this reason are appreciated by manufacturers who recognize that the dealer is a salesman and who co-operate with him accordingly. The majority of good retailers are anxious to work with the manufacturer who works with them. There are some manufacturers, however, who are indifferent so far as the dealer is concerned and do not give him the recognition, particularly in the matter of profit, which he deserves. Merchants who get behind the goods of such a manufacturer are simply encouraging all makers of foodstuffs to treat the retailer similarly.

We believe in the manufacturer establishing an individuality in so far as his own products are concerned. But apart from that he must sell his goods to the retail dealer in a competitive market. He must co-operate with him in the matter of profit, maintenance of quality of the goods, and in fair treatment if he expects the merchant to assist him in removing the goods from his shelves.

A man may have the very best seed he can procure and the very best ground in which to sow it. Other conditions may be ideal but unless the seed is properly sown and the weeds kept within bounds, his initial labors will be considerably nullified. Unless the manufacturer gives the merchant full information about his product and allows him a fair margin of profit above his selling expenses, that manufacturer cannot hope to secure the results anticipated.

In regard to profit, CANADIAN GROCER does not maintain that the dealer should secure a uniform percentage of profit on the selling price of all his goods. Some goods are liable to depreciate quickly, others to spoil completely. No retailer would expect to secure as low a margin of profit on such goods as on others. He must study his goods and how readily they turn over when he has the matter of profit under consideration.

The articles that have been run in this series demonstrate that all retailers do not always handle the line which gives them the greatest profit. The first article in the series dealing with cocoa, showed three different merchants getting behind three different lines of cocoa, profits on which were different in every case. Same applied to shortening and margarine, to jams and marmalades and to soap. Long established retailers are in better position to know the requirements of their customers than any one else. In selecting brands of different kinds of goods they take their customers into consideration as well as their knowledge of the quality and character of the goods and the profit they secure.

This series of articles will be continued next week and in future issues.

DON'T try to build a business without having a foundation. Store service, good advertising and enthusiasm are a good combination on which to start.

* * *

LONG after you have turned the key in your shop and have gone home, your advertisement, if it is well written and attractive, is proclaiming your store and your goods in many a family circle. A good ad. is a salesman who works 24 hours a day.

THE CLERKS' DEPARTMENT

FIVE DON'TS FOR CLERKS

By One of Them

SOMEONE asked me what help or advice I would give a young salesperson behind a counter for the first time. After thinking it over I decided that the best advice to give was a few "don'ts" that experience had taught me. The rest is comparatively easy—and a matter of experience. I might say, however, that it would pay many experienced salespeople to observe some of these "don'ts"—for they are based on what I found to be the commonest mistakes of salespeople:

First—Don't get impatient with a customer. Even if a fussy old lady takes almost an hour to select a box of hairpins, try to keep your temper and avoid any hint of impatience in your voice. This is ofttimes hard, but it pays in the long run. I once sold a blanket to an elderly lady who took almost an hour and a half to select it. It was hard—but I tried not to look weary. Apparently she appreciated this, for she asked for my name and came back with her daughter-in-law the next day and bought $143 worth of goods.

Second.—Don't give your personal experience in favor of or against any goods—trying to urge a customer to buy. It may hurt your pride to realize this truth, but customers emphatically do not like to be reminded by a salesperson: "I've tried it and it wears wonderfully." Customers like to discover things for themselves—even at their own expense, rather than be guided by salespeople's experiences. This is invariable. Therefore, even if you feel like giving your personal experience—don't.

Third.—Don't look off in the distance, bored, or tap your foot impatiently when a customer is making up her mind about buying something. Appear interested and really help her to decide. After all, it's a law of human nature that people like to have their minds made up for them. While you can't exactly do this, you can give the good points of a particular article and perhaps help a customer decide. A doubtful customer is, as a rule, easily swayed, and by good, live salesmanship at this important time of deciding, you can do big things. You'll find that such a customer appreciates your interest and assurance.

Fourth.—Don't correct a customer's pronunciation of a style, a fabric, a book or a brand. If she asks for something by a wrongly-pronounced name, when you repeat it, if you have occasion to, don't use the right pronunciation and make it apparent that you're correcting her. If necessary, use the wrong name as she gave it. Don't make her feel cheap by saying: "Oh, you mean so-and-so"—using what you know to be the correct pronunciation. Besides being poor salesmanship, this indicates tactlessness and bad manners on your part.

Fifth.—Don't contradict a customer—even when you're positive you're right. Let her think she's right. This often necessitates politeness, patience and self-control on your part, but these are more desirable than an antagonized customer. If she is excited, angry and inconsiderate, agree with her, sympathize and let her think she's right. Then, perhaps, after she is somewhat placated, in an even, politely modulated voice give your side, but don't keep contradicting and irritating.

STORE CLERKS FORM A UNION IN OTTAWA

President Tom Moore of the Trades and Labor Congress of Canada addressed a large gathering of store clerks in Ottawa, on Feb. 25, at By-Ward Market Hall. The views he expressed seem to meet with general approval and he was listened to with great attention. Mr. Moore gave several reasons for the need of a union, and asserted that clerks were better off in many stores in the States than here.

Organizer Hanley of the Cooks' and Waiters' International Union; Organizer J. T. Walsh, Bakers' Union; Organizer Hoop and President P. Green of the Trades and Labor Council of Ottawa, were the other speakers.

It was decided to form a clerks' union immediately. As soon as the speeches were ended, enrollment cards were distributed, and between two and three hundred of those present signed up. A feature of the meeting was the fact that about half the audience was composed of ladies.

Of Interest to Clerks

CANADIAN GROCER is offering another window dressing contest that is addressed especially to clerks. The details are as follows:

The windows will be judged on the following basis:

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.

2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of branded lines, the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The Prizes:	**1st** - -	**$10.00**
	2nd - -	**5.00**
	3rd - -	**3.00**

All displays not winning a prize, but suitable for reproduction, will be purchased at $1.00 each.

A NEED FOR MATHEMATICS

There is a substantial element of loss in many stores because the mathematics of the clerk have a most decided limp. Now every loss is a direct blow to the interests of the clerk because his success and the success of the merchant are so closely allied that it is impossible to have one without the other.

As an instance of the loss that may occur from inaccuracy, consider the following that took place in Saskatoon recently:

A customer inquired of a clerk in a large store the price of oranges; the reply was, one dollar a dozen or four for a quarter. The customer said, "I twenty-five cents' worth, please," and received four oranges. A week later the same party enquired of another clerk in the same store the price of oranges; the reply was, one dollar per dozen. The customer again said, "I will have will have a quarter's worth, please," and was handed five oranges.

Now at the average profit on oranges at the present time, the clerk would have been somewhat better employed sleeping peacefully in the cellar. Business done at a loss is better not done at all

CANADA'S LARGE BEAN CROP

The bean crop of the Dominion last year was 3,937,400 bushels, grown on 228,577 acres, according to the provisional estimate of the Dominion Bureau of Statistics.

J. H. Bogart, of John McCorvie & Son's staff, Chatham, Ont., is one of the oldest and best liked grocery men in Chatham. Mr. Bogart has been in his present position as head clerk for five years, previous to same being 35 years in business.

He is a good display man, and an expert retail grocery salesman.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

A. Boutillier of Digby, N.S., has opened a retail branch store in St. John to dispose of fish, fish products, hams and bacon.

Miss Jean McDonald, Mrs. Nellie B. Bowman, and Mrs. Clara L. McDonald, all of St. John, have been incorporated as the McDonald Tea Company, Ltd., to acquire the business now carried on under the name of Charles H. McDonald & Company.

A project is on foot in St. John for the amalgamation of half a dozen retail grocery stores in different parts of the city, so located as to supply the entire community conveniently, with a possibility that the co-operative idea may be introduced.

A banquet was given this week by the office staff of the Corona Company, Ltd., confectionery manufacturers, of St. John, at which they had as their guests the directors of the company and the heads of the various departments. The banquet was an expression of the cordial relations existing between the staff and the directors. It is intended to make the banquet an annual affair.

Quebec

Mr. Mills, of Benjamin, Farnsworth and Mills, Boston, was in Montreal for a day or two last week.

Albert Cawthorne, representing D. Hatton Co., wholesale fish, Montreal, returned from his Western trip last week.

Waldo P. Matheson and John B. Lavalliere, Megantic, have been registered as general merchants under the firm name, Matheson and Lavalliere.

J. E. Hawkins, of D. Hatton Co., has been ill for some little time. Mr. Hawkins was able to spend some time at the office this week.

W. A. Brown, Chief of Poultry Division at Ottawa, passed through Montreal this week on his way to Europe. Mr. Brown is going to London, where he will attend the sessions of the National Poultry Conference to be held in March. He will, it is understood, investigate export conditions, and as Canada's delegate, the produce trade in general expect his trip to be productive of good.

Ontario

John Gillett, grocer, London, has sold out.

Mrs. M. Cox, Toronto, has sold to Mrs. F. Packwood.

Wesley Brooker, grocer, Windsor, has sold to R. Hyland.

R. H. Beck, Ottawa, has been succeeded by J. D. Lagrave.

Wm. Scanlon, Toronto, has been succeeded by Michael Ryan.

Deachman and Weir. Carleton Place, have been succeeded by C. W. Moore.

Alexander Mills, general merchant, Eganville, has been succeeded by R. P. Mills.

D. and M. W. Woodley, general merchants, Villa Nova, have sold to Albert Hall.

Hartleib and Faust, general merchants, Zurich, have sold to Brown and Mellick.

R. Snowden has opened a new grocery store at Simcoe and William streets, Oshawa

The store of Cutt & Elgie, Blyth, was damaged by fire recently. The loss was partially covered by insurance.

Kettle & Skinner, general merchants, Midland, Ont., have dissolved partnership, R. H. Skinner continuing.

Fred Barbour, A. H. Wetmore, and W. C. Cross, wholesale grocers from New Brunswick, were guests at the convention of the Ontario Wholesale Grocers at Toronto last week.

E. G. Coulter and G. J. Healey, Wheatley, have purchased the J. H. Healey block on the northwest corner of Talbot and Lake Streets, and Mr. Coulter will move his grocery to that building next week.

The retail merchants of Ingersoll have formed an association with the following officers: President, H. Richardson; vice-president, A. McDermond; secretary, W. Forman; treasurer, H. Avery; executive, the officers, T. N. Dunn and F. McDougall.

Burglars recently broke open and entered the tea warehouse of J. L. Fielding & Co., Guelph, and stole what loose money there was in the till and then chiseled the combination off the safe door in an attempt to get into it. A small quantity of tea was taken, but the safe remained intact.

A. M. Crawford, of the second concession, Bosanquet, has bought the general store of McKenzie & Co., Thedford, and took possession recently. Mr. L. P. Morris, of London, has been engaged as manager. Mr. McKenzie, who has been in business here for the past 18 years, will probably go to California, where he has business interests.

W. E. Demster, traveller for the McCormack Biscuit Company, Toronto, died at Timmins recently of influenza. It was his first trip to the north country. He tried to fight off the disease and continue his trip, but he rapidly became worse and died before his wife could reach Timmins. His wife will have the sympathy of the trade in her sad bereavement.

Western

C. H. Grant Co., manufacturers' agents, Winnipeg, have moved their offices from 1206 McArthur Building to 810 Confederation Life Building.

A serious fire broke out recently at Mitchellton, Sask. The postoffice, a general store and the premises occupied by the Security Lumber Company were completely destroyed. Damage to the extent of $10,000 was caused to the postoffice and general store.

WILL APPOINT COMMISSIONER ON DISPUTES

Machinery Provided for Adjusting Disputes Over Matters of Export Shipment

The Senior British Trade Commissioner in Canada and Newfoundland, Mr. G. T. Milne, 367 Beaver Hall Square, Montreal, has been notified by the Imperial Department of Overseas Trade in London that he is empowered to appoint an expert to examine and report upon consignments of goods from the United Kingdom in respect of which a dispute has arisen, and to certify the signature of such experts as authentic. The commissioner will, however, only intervene when requested to do so by both parties to the dispute.

The kind of disputes in which the commissioner may intervene are those regarding goods which are alleged to be not up to sample, or which have arrived in a damaged condition owing to faulty packing. The commissioner is not authorized to deal with claims under insurance policies for goods damaged during the voyage.

As the official trade representative in Canada and Newfoundland of the Indian Government, the commissioner is also authorized to act in regard to disputes relative to shipments from India.

The remuneration of experts appointed by the commissioner is a matter for the parties to the dispute. No fee will be charged for his services.

The British Trade Commissioner at Toronto, F. W. Field, 257 Confederation Life Building, is empowered to act in disputes arising out of shipments to Toronto and to other centres in Ontario.

CUBA EMBARGOES FLOUR SHIPMENT

The Canadian Trade Commission is informed that owing to there being a heavy accumulation of wheat flours in Cuba, the Food Administration there has placed certain restrictions on flour imports. Exporters in Canada should consult with consignees in the Cuban Republic.

OTTAWA RETAIL GROCERS DISCUSS CLOSING BY-LAW

At the meeting of the Ottawa Grocers' branch of the Retail Merchants' Association, February 27, the members discussed the early-closing by-law which is expected to be put in force on Monday next. Under this order, all stores selling groceries will be compelled to close at seven o'clock. The value of an association was again shown during the meeting, when the matter of the likelihood of unfair competition of druggists, fruit stores, and others carrying groceries was being considered. The general opinion seemed to be that every effort must be made to keep a keen eye on the situation. Some of the more warlike members urged putting the law into motion and fighting for a square deal for everybody.

The chairman, T. Bowman, referred to the matter of the organization of clerks, formed in Ottawa a few days ago. He was pleased to think that the grocers were willing to assist their employees in every possible way. This was shown by the voluntary earlier closing on Saturday night at seven instead of nine. The public were ready to help the thing along, and as far as he was concerned he was sure that co-operation would help all concerned.

WHOLESALE FIRM OPENS BRANCH IN COCHRANE

National Groceries, Limited, whose headquarters is in North Bay, Ont., and who have branches and warehouses also at Sudbury and Sault Ste. Marie, are opening a branch at Cochrane to look after that northern territory. A. Foster, general manager of the company, was in Cochrane recently making necessary arrangements.

"It is the intention," stated Mr. Foster, "to start the erection of a large and permanent warehouse just as soon as weather conditions permit in the spring." Options, it is understood, have been taken on three sites to choose from. Meanwhile, the warehouse of Wm. Warrell's on the T. & N. O. spur has been rented and shipments of stock for this branch will be made immediately so that in the course of a week or so the National Groceries here will be open for business. R. M. Elliott has been appointed local manager. Mr. Elliott is well known all over the North, having covered this territory for the firm and previously for the A. J. Young Co.

CHARLOTTETOWN R. M. A. HOLDS BANQUET

The Retail Merchants' Association of Charlottetown, P.E.I., held a banquet recently at the Hotel Davies. There was a large representation of members present. S. A. Macdonald, president, was in the chair, and reviewed the work done by the association since its organization. He touched on the various questions taken up and referred to the improved methods followed, whereby the consumer was receiving a more efficient and better service. Mr. J. Cuthbertson Doyle, the Provincial Secretary for Nova Scotia and Prince Edward Island, was present and addressed the association, Mr. Doyle outlining the great work which the association was doing on behalf of the retail trade and consumers of Canada.

At the close of his address, Mayor Wright, James Paton, M.L.A., C. H. Chandler, J. P. Gordon, W. T. Wellner, Alfred Pickard, Ivan Reddin, Frank M. Stewart, Sixtus McLellan, and others spoke, commending the work of the association, and giving valuable suggestions as to the best means of improving the trade conditions of the community.

WILL OPEN CHAIN OF STORES

Frank Charlton, of Aylmer, who some years ago conducted a grocery business in St. Thomas, Ont., has been negotiating for some weeks past with a view to opening a string of co-operative grocery stores in that city and district. Mr. Charlton is endeavoring to secure several suitable locations where he will open his stores, one of them it is proposed to place in Elgin Street.

CONFECTIONERS' ASSOCIATION FORMED

The Canadian Confectionery, Biscuit, and Chocolate Industries, Limited, has been organized recently with a view to securing post-war business. C. J. Bodley, of Toronto, late of the confectioners' section, is manager, and C. M. Morgan, until recently chief of the export section of the Canada Food Board, has been appointed traffic manager.

VICE-PRESIDENT SAYS WEST PROSPEROUS

Just back from a trip extending over Western Canada to the Coast, E. C. Green, vice-president of Carter Macy Co. of Canada, Ltd., stated to CANADIAN GROCER that the business conditions there are sound and that the prospects for a big year are bright. Particularly is this true with regard to tea. Orders secured for import have been very satisfactory, for the buyers have concluded that prices on teas will be maintained, if not advanced, at the growing points in the Far East. They also figure, Mr. Green pointed out, that even should ocean freights decline materially, the firmness of the primary market will offset this. There is therefore little to be gained by a deferred buying policy, for this line at least.

West's Eternal Optimism.

Mr. Green was impressed with the splendid spirit of the Western business man. He is an optimist, if he is anything, and while there may be an amount of over-confidence sometimes, the business man of this country is to be commended for the spirit that secures eventual accomplishment of a progressive kind.

The poor grain yields of several parts of the West were enough to cause much depression, ordinarily. Notwithstanding this, the country has more than marked time and in a large way the conditions are sound and business activity quite satisfactory. This is made possible, in part, from the fact of wheat price-fixing in the United States. It has served to steady conditions, even though there has been some uncertainty as to what the Canadian Government would do in the same matter. Confidence has been maintained and much strengthened.

Vancouver Will Improve.

The big coast province will steadily improve, from a business standpoint, Mr. Green thinks. "The big store of the Hudson's Bay Company at Vancouver, completed, or nearly so, at the outbreak of the war, is to be opened for business in the immediate future. This place covers a city block and is a huge store," he said. It is a tribute to the general feeling there, at least in the coastal city, that normal conditions are coming back again with a return of many citizens who have been absent since the war's beginning.

As to the general tendencies among retailers, Mr. Green is of the opinion that they have been going carefully, although his connection does not bring him close to this element. He expressed himself as well satisfied with the condition of credits, and this is one of the best barometers at all times.

NEW BLACKWOODS TRAVELLERS

H. Arnold, previously with the Northern Fruit Co., will now cover north half of Saskatchewan for Blackwoods Limited, Winnipeg. A. P. Hayter, formerly with the Boyd Candy Co., will cover southern Saskatchewan for the same firm. Lieut. R. R. McVey, who has seen four and a half years' service at the Front, is also with Blackwoods. He went over as a private, securing his commission on the field. He was previously in Edmonton. Another man to join the staff of Blackwoods, Limited, is D. Dineen, previously with R. L. Fowler Co., Calgary.

A cargo of currants and Turkish tobacco, said to be the first vessel load of these commodities to be imported into the United States from the Orient since early in the war, arrived at New York last week on the British steamer Cairnvalona from Saloniki.

New Goods Department

The Borden Milk Co., Ltd., Montreal, are sending out a number of slit covers to put on open cans of some of their condensed milk and coffee lines after the tins have been opened. The idea is to keep the contents of the can free from dust. They have a limited number of these and are supplying them to the retail trade for distribution among their customers.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE is no getting away from the fact that there is quite a nice export business going on all the time from Canada. It has been shown in canned goods, vegetables, fruits and fish, and another line to join those outward bound is poultry, three carloads having moved from Toronto alone this week.

A report is current that the United States Government has purchased 80 per cent. of the dry bean crop in their country, and is now feeling out the market in Canada with a view to getting further supplies. That they have actually purchased within the last week 500 cars in the States of Michigan and California is known, but whether this is just the initial step in the bigger purchase is still to be determined. At any rate there is a slightly better feeling in the trade as a result of the actual buying known to have been undertaken.

MONTREAL—There are many advances this week in various lines. Metal polish of one variety is advanced 25c per dozen. Split peas are firmer in price, too, and feed oats and barley are quite a little firmer in price. There has been no advance for hay, and the farmers are rushing this in before the roads break up. Lettuce, parsley and oyster plant are all marked up, and oranges, due to scarcity, are quoted up $1 to $1.50 per case. Bananas, too, are firmer, and are selling at $5 to $6 per bunch.

Among the declines this week are lower prices for culinary starches and a lower basis for one line of pickles and chow-chow. Raw Demarara sugar was reduced in one quarter, the change being in the way of a readjustment. Liquid ammonia, kidney beans, tapioca, shelled walnuts, and potatoes are all lower in price.

The flour movement is better, and cereals a bit quiet and uncertain. Molasses is slow and stocks of this reasonably large. It is not possible to say that there will be any change of price. Coffee and teas are held firm, particularly for best grades.

TORONTO—Lower prices have been named in some quarters this week on rolled oats, quotations being down 25c per 90-lb. bag. Corn cereals show a somewhat firmer tendency, and it is intimated some factors have advanced prices slightly, whereas others again still hold at unchanged levels.

Culinary starch has declined from ¼c to ¾c per pound this week, but no change in laundry starch is noted over recent decline.

Nut markets generally are quite firm, although peanuts show some weakness, and new Brazils now on way to American and Canadian markets should be available at prices below those on stocks now in hand.

Business shows a better tone, and manufacturers note that inquiries are now coming to hand. Wholesalers are starting in to buy—not in large volume does this business show up as yet, but that it is starting is welcome news.

WINNIPEG — Better arrivals have been shown this week in oranges and grapefruit. Prices are high, but the demand is very good and outlook bright for continued good business.

Onions show much strength locally and supplies are scarce. Cauliflower is coming along freely and is now considered one of the cheapest vegetables offering.

Coffee is ruling with a firm undertone, and this is reflected locally. The situation in tea is unchanged though there seems to be a much better feeling in the trade generally and more activity in sales.

QUEBEC MARKETS

MONTREAL, March 5.—There are evidences of improvement being made in the immediate future in the matter of increased business. There was a fair amount of business this week and a general improvement is apparent. Several declines and some advances are made, and these are given in the market summary.

Cornstarch Down; Pickles; Raw Sugar

Montreal.

VARIOUS LINES. — Declines are registered this week in culinary starches. This is from ¼ to ¾ of a cent per pound. One line of pickles is reduced 25c per dozen, 20-ounce mixed sweet selling at $4 per dozen, and sour at $3.75, with chow-chow the same price.

Demarara crystal sugar is readjusted in price from $9.90 to $9. This places these on a parity with other sugars, the price having been disproportionate before.

Metal Polish Up; Liquid Ammonia Down

Montreal.

POLISH, AMMONIA. — Oto metal polish is advanced in price from $2 to $2.25 per dozen for the No. 2 size. Liquid ammonia of Sultana grade is now selling at $1.25 per dozen in 14-oz. bottles, the former price being $1.90.

Sugar is Held With Basis Firm

Montreal.

SUGAR.—The jobbing trade has been inclined to purchase sparingly of sugar, but there is some improvement in the amount of business obtaining of late. The undertone is a steady one, and there is every evidence, say the refiners, of a maintained basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Canned Fruits Better Sellers

Montreal

CANNED GOODS.—There is a better movement of canned fruits than of vegetables, some of the jobbers assert. This seems to be the situation on both the Canadian and American markets. There is a steady movement, though limited, and some supplies are always moving. Best canned salmon in this market is very scarce, and there is little likelihood of getting best grades of sockeye, a number have stated.

Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	....	4 62½
Do., ½-lb. flats	....	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.	....	2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	7 00
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Scotch Snack, No. 1, dz., Montreal	....	2 50
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Clams (river) (1 lb.), doz.	....	2 25
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)	....	2 45
Corn (on cob), gallons	....	7 50
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 25
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 85	1 90
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Specialties	—	Per gal.
Olive oil (pure), 1 gal. tins	....	7 50
Do., ¼ gal. tins	....	8 00
Do., 5 gal. tins	....	7 00
Tomato Paste, 100 tins (case)	....	32 00
Do., 200 tins (case)	....	33 00
Do., 12-10 lbs.	....	39 00
Salad oil (bbls. 50 gals.), gal.	....	2 50
Olives (in bls, 49 wine gals.), gal.	....	1 35
Olives, Queen, gal.	....	1 45

Kidney Beans Less; Split Peas Firmer

Montreal.

BEANS, PEAS.—The market is, if anything, more satisfactory, and there is a lower range of prices for kidney beans. Split peas are a little firmer in some quarters. The selling is largely of best grades of Canadian beans at the prevailing prices.

Peas—		
Canadian, hand-picked, bush.	4 50	5 00
British Columbia	4 50	5 00
Brown Beans	4 50	5 00
Japanese	5 00	5 50
Yellow Eyes	....	5 50
Lima, per lb.	0 17	0 19
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	6 50	7 00
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	....	4 00
Barley, pearl, per bag 98 lbs.	....	7 25

Syrups Are Held; Molasses Slow

Montreal.

MOLASSES, SYRUPS. — There is little new in corn or cane syrups, and no changes of price. It is a quiet season of the year and a heavy movement is not looked for. The molasses situation is unchanged and business reported quiet. The jobbers would be pleased to see a larger movement, and particularly so as stocks are fully ample.

Corn Syrup—	
Barrels, about 700 lbs.	0 06¾
Half bbls.	0 07
Kegs	0 07¼
2-lb. tins, 2 doz. in case, case	4 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, ½ doz. in case, case	5 85
20-lb. tins, ¼ doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38½-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, ½ doz. in case, case	5 35
20-lb. tins, ¼ doz. in case, case	5 30
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Prices for Island of	Prices for Montreal
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 08

For outside territories prices range about 3c lower.

Tapioca Down 1½-2c; Rice Moves Out

Montreal.

RICE, TAPIOCA.—Declines of from 1 and 1½ to 2 cents per pound are made in tapioca. Seed and pearl grades are quoted at 11½c per pound, and flake at 11c. There is a seasonable movement. Rice sales are fairly good and there is a big reduction in holdings, some jobbers state. In fact there has been considerable redistribution among some of the wholesalers, indicating that selling has cleared up some stocks. Some Carolina rice was received this week and is selling on a more favorable basis at 13 to 13½ cents per pound.

Ice Drips—Japan (per 100 lbs.)	....	11 25
Carolina	13 00	13 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Rangoon "B"	8 70	9 25
Rangoon CC	8 40	8 85
Mandarin	....	10 00
Pakling	8 60	8 70
Tapioca, per lb. (seed)	....	0 11½
Tapioca (pearl)	....	0 11½
Tapioca (flake)	....	0 11

Walnuts Down 5c; Fair Nut Sales

Montreal.

NUTS.—There is a steady and seasonable sale for nuts, even though this is the quieter season. The price basis is held on all lines but Bordeaux shelled walnuts, and these are selling down 5c at 72½c to 75c per pound.

Almonds (Tara), per lb.	0 28	0 31
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 23	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 14	0 15
Shelled, No. 1 Spanish	0 16	0 16½
Salted Spanish, per lb.	0 23	0 24
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 40
Fancy splits, per lb.	....	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 18	0 18
Walnuts (shelled)	0 72½	0 75
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Dried Fruit Firm; Some Selling

Montreal.

DRIED FRUIT.—While there is no outstanding feature in the dried fruit market this week, there is a steady and firm undertone. This is made the stronger owing to the steady export business that has developed in the States, supplies not being any too easy to obtain from there.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24

12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 43
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $8.75.		
crown, $7.50; 6 crown cluster, $7.00-		
Cal. seedless, cartons, 16 oz...	0 14½	0 15½
Malaga Raisins (5½-lb. bxs), 3 cr.	....	1 75
Do., 5 cr.	....	2 25
Muscatels, loose, 3-crown, lb...	....	0 15
Do., 4 cr.	....	2 00
Muscatels, loose, 2-crown	....	0 14
Do., 6 cr.	....	2 75
Choice seeded, 12 oz.	....	0 10¾
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
$5.50; 4-crown cluster, $6.50-$6.75; 5		
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	....	7 00
Do., Dromedary (36-10 oz.)	3 00-3 50	3 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Prunes—		
Santa Clara	0 80-0 90	0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	....
100-120s	....	0 10½
Oregon, 30-40s	....	0 15½
50-60s	....	0 18½
60-70s	....	0 17½
70-80s		0 16½

Spice Markets Marking Time

Montreal.

SPICES.—There is nothing but a routine amount of business in this line and the country orders show little improvement over those of the city. Markets are generally steady and firm, with no quotable changes made.

Allspice	0 20	0 22
Cassia (pure)	0 40	0 45
Cloves	0 75	0 7[illegible]
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 35	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Full Prices Here For Honey Stocks

Montreal.

HONEY, MAPLE PRODUCTS. — There is a remarkably steady sale for honey, and the large supplies do not seem to have any effect on prices, these being maintained steadily on a firm basis. There is little to say about maple syrup and sugar, but stocks of the latter and of syrup, too, are getting pretty well reduced.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 28	0 30
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Big Cocoa Sales; Coffee Steady

Montreal.

COFFEE, COCOA.—The demand for cocoa is steady and large, a great deal being used by the restaurants and eating houses. Prices are fully held. Coffee is without any change at all and seems to be resting with less change than for some time. There is a fair movement.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 32	0 35
Maracaibo, lb.	0 34	0 36½
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 35	0 37
Santos, lb.	0 34	0 36
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Best Teas Are in Demand

Montreal.

TEAS.—Since all teas are on a higher basis than formerly the consumer is buying the better grades, so say the importers, and the experience of the trade these days is that of a larger sale from week to week of the better grades. There are no changes of price.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	....	11 20

Inferior grades of broken teas may be had from jobbers on request at favorable prices

Cereal List Steady With Small Sales

Montreal.

CEREALS.—There is still a considerable quietness in the cereal markets. The movement has not improved much and there ought soon to be an improvement. Rumors are afloat to the effect that some sellers are cutting prices, and notwithstanding this the oat market has firmed over the past day or two. It would not be surprising to see tapioca flour decline in sympathy with tapioca of various grades.

Self-raising Flour		
3-lb. pkgs., doz.	....	2 85
6-lb. pkgs., doz.	....	5 60
Cornmeal, Gold Dust	5 00	5 40
Cornmeal	3 20	4 15
Barley, pearl	6 50	7 00
Barley, pot, 98 lbs.	....	4 00
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	5 00
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 30	4 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Flour Sale Better; Basis is Held

Montreal.

FLOUR.—There is some improvement in the sale of wheat flour this week, and the trade is, if anything, more buoyant. The millers are anticipating a more satisfactory state of manufacture in their mills, and, if the export business that was promised continues, the outlook will be much better.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bl., in (2) cotton bags, 98 lbs.	....	11 15
Small lots, per bbl. (2) cotton bags, 98 lbs.	....	11 35

Feeds Are Selling On Steady Basis

Montreal.

FEEDS.—Bran and shorts are actively selling in this market, and the sale of feeds in general is fair. The undertone is steady and unchanged.

FEEDS

Shorts—		
Mixed cars		$42 25
Straight cars	$44 50	47 00
Bran—		
Mixed cars		40 25
Straight cars	43 00	45 00
Crushed oats	54 00	60 00
Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	56 00
F.O.B. Fort William	....	51 00

Feed Oats Up; Barley Too

Montreal.

HAY, FEED, OATS, ETC.—There is a firmer feed market this week, oats advancing from ½ to 1 cent per bushel, and barley feeds 3½ cents. Hay sales are fairly well maintained, the bigger movement being on Government account. Farmers are also hustling to get supplies in before the roads break up, and this makes the market somewhat more active.

No. 2 C.W. (34 lbs.)		0 83½
No. 3 C.W.		0 78
Extra feed		0 78½
No. 1 feed		0 75
No. 2 feed		0 70½
No. 3 Ontario (48 lbs.)		1 03
Barley—		
No. 3 Extra		1 04

Note:—These prices are at elevator and bags and bagging are not included.

Potatoes Lower; Lettuce; Parsley Up

Montreal.

VEGETABLES.—There is a reduction again in the potato market, prices having declined on the Montreal variety to $1.50 per bushel. There may be a lower price basis still. Lettuce is higher again and parsley is also up, of the imported variety. Oyster plant has advanced from 75c to $1 per dozen.

Beans, new string (American) basket		5 00
Beets, bag	0 75	1 00
Brussels sprouts, quarts		0 25
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.	1 50	1 75
Cabbage, doz.		1 00
Carrots, bag		1 00
Celery (Wash.), doz.		2 50
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		3 00
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		1 50
Parsley (Canadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal new (90-lb. bag)		1 50
Potatoes (New Brunswick), bag.	1 50	1 75
Potatoes (sweet), hamper	3 50	
Romane		0 50
Spinach, box		1 00

Oranges Go Up; Also Bananas

Montreal.

FRUITS.—There is a steady demand for citrus fruits, and these are firmer, the quotations for California varieties being from $7 to $7.50 per case. Scarcity is assigned as the reason for the change, and this may not be maintained, some expecting lower prices again soon. Bananas are a little higher in price, the range being from $5 to $6 per bunch.

Apples—		
Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1		10 00
Greenings	8 00	10 00
Spys	8 00	12 00
Russets	8 00	10 00
Kings, No. 1	8 00	10 00
Wagners		8 00
Apples (in boxes)		4 25
Winesaps (box)		4 75
Bananas (fancy large), bunch	5 00	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		16 00
Do., (med.)	7 50	8 00
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)	7 00	7 50
Oranges, Calif. (100-126)	7 00	7 50
Oranges (Mexican)		5 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates		10 00
Watercress (Can.)		0 60
Spinach, bbls.		4 00

ONTARIO MARKETS

TORONTO, March 5.—Lower prices have been established this week on rolled oats, prices sagging about 25c per 90-lb. bag. Corn cereals show a somewhat firmer tendency. A decline of from ¼c to ¾c per pound in culinary starch is reported this week. The nut markets generally are firm, though Brazils may be easier, and a much better feeling prevails in respect to tea.

Sugar Outlook Considered Better

Toronto.

SUGAR.—The situation in sugar shows very little difference during the week. However, there seems to be a better demand, and this condition is expected to prevail right along. It is reported there has been considerable export business done, and now in progress on refined, and if this continues the refiners are quite satisfied that everything will be well with them from the production standpoint. Shipments of raws are coming through from points of production with despatch, and the outlook altogether is quite satisfactory.

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated	10 27
Can. Sugar Refinery, extra granulated	10 27
Dom. Sugar Refinery, extra granulated	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c, barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Mazola Being Offered; Wash Powder

Toronto.

MAZOLA, WASHING POWDER.—Mazola is now being offered to the Canadian trade. This is a cooking oil made from corn, and is used also for salads, etc. Prices being named to the trade are: No. 1, cases 2 doz., $8.80 per case; No. 2, cases 1 doz., $8 per case; No. 8, cases ½ doz., $15 per case. A reduction has been made in the price of Gold Dust Washing Powder in some quarters, cases of 50s medium being reduced to $5 per case, or $1.30 per dozen, and cases of 100s small being reduced to $5 per case, or 65 cents per dozen. Some quarters report an increase in the price of Great West tobacco, which is now quoted for 9s at $1.12 per pound, and Stag tobacco, 6 and 12 lb. cans, new cut 9s is now being quoted at $1.08 per pound.

Molasses Quiet; Syrups, Too

Toronto.

MOLASSES, SYRUPS.—No new developments are reported in the situation on molasses, a fair trade only being done at the present time, and prices holding without change. The same situation is found in the cane and corn syrups. Prices have held steadily and business at the present time is considered fairly good.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, ½ doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, ½ dz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ⅛ doz.		
West Indies, 1½s, 48s		6 95

Jams Show More Activity

Toronto.

CANNED GOODS.—Wholesalers report that the sales of jams have improved and there is a better demand for many lines of canned goods. There has been some shading of prices in pork and beans, but manufacturers are of the opinion that prices generally will be pretty well maintained. There are reports current that the United States Government has contracted for large purchases of beans in their country and that they are sending out inquiries to the trade in Canada. Whether this situation will develop into a demand which will clean up surplus stocks fairly well or not is somewhat uncertain but must be considered in the outlook on the canned product.

Salmon		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	....	1 75
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.		2 35
Pumpkins, 2½s	....	....
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Dried Fruits Moving Well

Toronto.

DRIED FRUITS.—There has been a very good movement of dried fruits, and the trade seems to be quite satisfied with the volume of business being done. Thompson's seedless raisins, packed 48s, full 1 lb. packages are being quoted at 15c per pound, and in 5-case lots at 14½c per pound. Lemon peel is being quoted at 38c per pound.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	....	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	....	7 00
Dromedary dates, 3 doz. in case	....	8 00
Figs—		
Tans, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11¾	0 12½
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 14½	0 15
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Movement Teas Shows Improvement

Toronto.

TEAS.—There is a decidedly better feeling in the tea trade. The past week has seen a general improvement in the volume of trade done locally, and it is reported that 6,000 chests have been sold from Toronto stocks for export. The market is steady and prices at primary points have advanced sufficiently to offset the reduction in ocean freight rates.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Market on Coffee Continues Strong

Toronto.

COFFEE.—The market continues to show strength, and there seems no prospect of lower prices developing. Primary markets are high and the local market could stand a general advance to come up in line with producing centres. There is a fair amount of business being done and stocks are considered small.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spice Markets Show Little Change

Toronto.

SPICES.—The markets show little actual change this week, there being some fluctuations from day to day, but not of a great nature. Business is fairly good and outlook considered very fair.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar—		
French, pure	0 90	1 00
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	....	6 75
Tartarine, barrels, lb.	....	0 21
Do., 8 oz., doz.	....	1 75
Do., 16 oz., doz.	....	3 25

New Brazils to be Lower; Shelled Firm

Toronto.

NUTS.—Indications seem to point to a somewhat easier market on new Brazils now in transit to New York. Shelled Brazils are very firm, however, and stocks on spot within a small compass. Shelled almonds and shelled walnuts are very firm and there seems no outlook for much easier prices for some time to come. Peanuts are a little weak but it is believed stocks are being reduced pretty well.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 19	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 39	0 42
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Little Change Shown in Rices

Toronto.

RICE. — There is little apparent change in the market on rice. The trade shows a disposition to buy among themselves rather than commit themselves for coast shipments, but indications seem to point to a fair cleaning up of stocks.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	....	12 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	9 00
Do., Simiu	....	11 00
Do., Mujin, No. 1	....	10 50
Do., Pakling	....	10 00
Tapioca, per lb.	0 13	0 14½
White Sago	0 13	0 14½

Government Big Buyer of Beans

Toronto.

BEANS—A late report states that the United States Government has purchased 350 cars of pea beans in the State of Michigan and 150 cars in California. Another report indicates that the United States Government has bought 80 per cent. of the bean crop in the States and is making inquiries for further supplies in Canada. If this is the case there seems a possibility that the big surplus of stocks may be reduced to more nearly normal proportions. Prices seem to be about at the bottom—it is true beans have come down $3 to $4, but they can't decline that much further. There has to be a limit reached—it must be pretty nearly there now.

Ontario, 1-lb. to 2-lb. pickers, bu.	$....	$4 00
Do., hand-picked	....	4 50
Japanese Kotenashi, per bush.	....	5 50
Rangoons, per bushel	3 75	3 90
Limas, per pound	0 14	0 14½

HAY, STRAW, GRAIN
(Wholesale prices on car lots)
F.o.b. Montreal

Good No. 2, per ton (2,000 lbs.)	$24 00	$25 00
No. 2	22 00	23 00
No. 3	20 00	21 00
Oats—		

Culinary Starch in Further Declines

Toronto.

PACKAGE GOODS.—A further lowering of prices on culinary starch is shown in prices quoted this week, the No. 1 grade in 1 lb. cartons being quoted at 11c per pound, a drop of ¼c, and No. 2 grade in 1 lb. cartons being quoted at 9½c, a decline of ¾c per pound. Robinson's prepared barley in cases of 24, 2 lb. round packages, is being quoted at $4.70 per case, or $2.35 per dozen.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case.	....	4 35
Wheat Flakes, 24s	....	5 20
Cornstarch, No. 1, lb., cartons	....	0 11
Do., No. 2, lb. cartons	....	0 09½
Laundry Starch, in 1-lb. cartons.	....	0 11¼
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes.	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 20

Honey Remains Quiet; Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—There is very little movement of honey and the market is distinctly in favor of the buyer. Stocks are fairly heavy. Maple syrup shows no particularly interesting feature either this week.

Honey—		
Clover, 2½-lb. tins	....	$0 28
5-lb. tins	....	0 27
10-lb. tins	0 25	0 26
60-lb. tins	0 25	0 26
Buckwheat, 60-lb. tin, lb.	....	0 21
Comb, No. 1, fancy, doz.	$ 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	15 10
No. 2, 5-lb. tins, 12 to case	....	17 10
No. 3, 2½-lb. tins, 24 to case	....	18 50
No. 3, 32-oz. bottles, 24 to case	....	16 70
Gallon tins, Imperial, per gal.	....	2 25
5-gallon tins, Imperial, per tin	....	10 50
Barrels, 25 or 40 Imp. gals., gal.	....	2 00

Oranges Higher; Pineapples Here

Toronto.

FRUITS.—Prices locally on oranges have stiffened in sympathy with the showing at primary points, although the past couple of days a slightly easier tendency is noted. Grapefruit are holding firm, with stock only fair. Pineapples are now being offered, 24s and 30s at $8 per case.

Apples—			
Do., Rome Beauty, box	....	3 25	3 50
Do., Winesaps, box	....	3 50	4 25
Do., Spys, box	....	....	3 50
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	8 00	7 00	....
Baldwins	7 50	7 00	....
Spys	10 00	9 00	....
Bananas, per lb.	....	....	0 07½
Grapes—			
Do., Malagas, bbl.	....	13 00	14 00
Grapefruit—			
Florida, 46s	....	....	5 50
Do., 54s	....	....	5 75
Do., 64s	....	....	6 00
Do., 70s, 80s, 96s, 126s	....	....	6 00
Cuban, 54s	....	....	5 25
Do., 64s	....	....	5 50
Do., 80s, 96s, 126s	....	....	5 50
Oranges—			
California navels, 100s	....	....	5 50
Do., 126s	....	....	6 25
Do., 150s	....	....	6 50
Do., 176s	....	....	6 50
Do., 200s, 216s, 250s	....	....	6 50
Do., 288s	....	....	6 50
Lemons, Cal., 300s, case	....	....	5 00
Pears, Cal.	....	....	5 50
Pineapples, 24s, 30s, case	....	....	8 00
Strawberries, box	....	....	1 00

Onions Advance; Tomatoes Arrive

Toronto.

VEGETABLES.—Onions show a sharp advance this week, 75 lb. bags being quoted at $2.50 per bag. Florida head lettuce has eased away, large hampers being quoted at $5 this week. Florida tomatoes are due to arrive on this market and are being quoted at $10 per case of six baskets.

Beets, bag	....	0 65
Cabbage, Can., bbl.	$....	$1 75
Do., Cal., crates	....	4 50
Carrots, bag	....	0 65
Cauliflower, Cal., case	....	4 50
Do., Do., pony crate	....	2 50
Celery—		
Do., California, 6 doz.	....	13 00
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head	....	....
Do., Do., Florida, large hampers	....	5 00
Do., leaf, dozen	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	....	2 50
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	0 65
Potatoes, sweet kiln dried, hamper	....	3 50
Potatoes, Ontario, bag	1 15	1 25
Do., N.B., Delawares, bag	....	1 75
Spinach, Louisiana, bush. hamp's	....	3 00
Tomatoes, Florida, 6 baskets to case, case	....	10 00
Turnips, bag	....	0 65

No New Developments Noted in Flour

Toronto.

FLOUR.—There is nothing new in the situation on flour. Export business has not yet come to hand to the extent announced some time ago, but hopes are entertained that it won't be long now. Domestic trade is very fair.

FLOUR

Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl. $11 25

Situation in Mill Feeds Unchanged

Toronto.

MILL FEEDS.—There are no particularly new or interesting features in the market. The demand is good and prices rule at unchanged figures.

	In carlots, track
Bran, per ton	$40 25
Shorts, per ton	$42 00

Rolled Oats Goes Lower

Toronto.

CEREALS.—Lower prices have been named on rolled oats this week in many quarters, the decline amounting to 25c per 90-lb. bag. Linseed meal is down to $6.75 per 98-lb. bag, whereas corn products show a slightly firmer tendency.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	....	4 25
Do., fancy yellow, 98s	....	3 75
Corn flour, white, 98s	....	4 50
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	4 50
Hominy, pearl, 98s	....	4 25
Oatmeal, 98s	4 45	4 55
Oat Flour	....	4 50
Rolled Oats, 90s	4 00	4 10
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	....	8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	5 50
Blue peas, lb.	....	0 10
Linseed Meal, 98s	....	6 75

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

WINNIPEG, March 5.—The markets generally remain quite steady. Fruits and vegetables show some activity, with oranges and grapefruit in much better supply. Onions are strong and scarce. Cauliflower seems quite plentiful and reasonable in price. Business generally is fairly good.

Sugar Holds at Steady Level

Winnipeg.

SUGAR.—Sugar prices are steady, and from information received no lower level will be reached before nevt fall. There is no difficulty in filling orders as supplies are plentiful.

SUGAR

Granulated—	Per 100 lbs.
Best, in barrels	$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Peas Show Some Easiness

Winnipeg.

CANNED GOODS.—Some second-grade peas are being offered on this market at low prices. First quality stock in this and other lines continue steady at following quotations:

Corn—	
2s	$1 15
Peas—	
Standard, 24 x 2's	3 25
Tomatoes—	
2½s, Can.	3 80 3 95
Peaches—	
Heavy Syrup, 24 x 2s	5 50 5 65
Pears—	
Light syrup, 24 x 2s	3 90 4 15
Plums—	
Lombard, light syrup, 24 x 2s	3 70 4 55
Lombard, heavy syrup, 24 x 2's	3 80
Strawberries	
2s	3 15
Salmon—	
Chums, 48 x 1-lb. talls	8 40
Pinks, 48 x 1-lb. talls	10 25
Cohoes, 48 x 1-lb. talls	13 75
Sockeye, 48 x 1-lb. talls	16 25
Pinks, 48 x 1-lb.	10 40
Sardines	
100 x ¼s	7 05

Jam Prices Holding Firm

Winnipeg.

JAM.—No decline in prices of pure jam is expected. Packers report that the price of the 1919 pack will also be high.

Jams		
Apple and raspberry, 4s, 12 to case, per tin	0 62	0 68
Apple and assorted, 4's, 12 to case, per tin	0 62	0 68
Apple and black currant, 4s, 12 to case, per tin	0 62	0 68
Pure Jam		
Raspberry, 4s, 12 to cs, per tin		0 95
Black currant, 4s, 12 to case, per tin		0 95
Gooseberry, 4s, 12 to case, per tin		0 90
Raspberry and red currant, 4s, 12 to case		0 90
Red currant, 4s, 12 to case, per tin		0 90
Peach, 4s, 12 to case, per tin		0 82
Plum, 4s, 12 to case, per tin		0 82
Cherry, 4s, 12 to case, per tin		0 88
Assorted, 4s, 12 to case, per tin		0 85

Dried Fruits Firm in Price

Winnipeg.

DRIED FRUITS.—All lines of dried fruits are firm in price. Jobbers report a good demand for all lines, particularly in prunes. There is a very great scarcity of dates, and they seem hard to procure. However, some shipments are expected on this market in about three weeks.

Prunes—	
40-50s, 25-lb. boxes, per lb.	0 18¼
50-60s, 25-lb. boxes, per lb.	0 16⅜
60-70s, 25-lb. boxes, per lb.	0 15¾
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s	0 17
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22
Raisins—	
Muscatels—	
1 Crown, 25-lb. boxes	0 12¾
Seeded—Bulk, 25-lb. boxes	0 12¼

Package Teas Hold Unchanged

Winnipeg.

PACKAGE TEAS.—This market still shows a steadiness at the recent decline. Jobbers express the opinion that prices on package teas will be steady for some time.

TEAS

Black, Bulk—		
Broken Pekoe, No. 15, chests, lb		0 46
Do., Orange Pekoe, No. 19, chests, lb.		0 48
Less than chests, one cent per pound more.		
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden bxes, lb.		0 50
Package Teas—		
Black, 1s	0 48	0 50 0 58
Do., ½s	0 49	0 51 0 59

Coffee Holds at High Levels

Winnipeg.

COFFEE.—The coffee market continues very high, and jobbers do not anticipate any lower prices for some time.

Green Coffee—		
Rio, No. 7	0 21½	0 23
Santos, fine old crop	0 28	0 30
Bourbon		0 29
Mexican		0 34
Bogota A		0 34
Costa Rica		0 38

Some Japan Rice Shows Advance

Winnipeg.

RICE.—Extra fancy Japan rice has advanced during this week, while Siam rice is steady at the recent decline. The market is weak and stocks are being rapidly cleared out. Japan rice is scarce and very hard to procure.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13¼
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08¼
Tapioca, lb.	0 12¼
Sago, lb., in sacks	0 10¼
Less quantities	0 10¾

Lower Beans Seems Outlook

Winnipeg.

BEANS.—The bean market is steadily declining, and lower prices are looked for. Some offerings of Ontario beans are being made on this market.

Beans—	
Fancy Kootenashi, 100-lb. sacks, per bus.	4 95
Manchurian (hand picked) 100-lb. bag	8 25

Oranges, Grape Fruit in Better Supply

Winnipeg.

FRUITS.—Larger shipments of California oranges and grapefruits have come to this market, and as predicted prices have taken an increase on these lines. Oranges now range from $6.50 to $7.50. Receipts of strawberries have been very small owing to the cold weather. Rains and frost in Florida have also affected the strawberry supply. The fruit market is quiet, with just sufficient supplies arriving to meet demands.

Fruits—		
Oranges	6 50	7 50
Lemons, Cal.		7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Strawberries, Florida, quart		
Cawsaba melons, per lb.		0 12
Japanese bitter oranges		5 50
Apples—		
Jonathans, case		3 35
B.C. Spies, No. 1, case		3 50
B.C. Spies, No. 2, case		3 00
Ontario, bbl., No. 1		7 00
Ontario, bbl., No. 2		6 00

Onions Scarce; Higher Tomatoes, Too

Winnipeg.

VEGETABLES.—With a quiet market still prevailing on most lines of vegetables, some small price changes have taken place. There is a marked scarcity of onions and prices have advanced to 4c a pound. Cauliflowers from California will be very plentiful this week and will also be the cheapest vegetable on the local market at $2.75 per dozen in crates. California tomatoes are also very scarce owing to the continuance of cold weather.

Vegetables—	
Cucumbers, doz.	4 50
Cabbage, lb., local	0 04
Cabbage, lb., local	0 03
Beets, with heads on, hampers.	4 00
Carrots, with heads, hampers.	4 00
Head Lettuce, per doz.	3 50
Turnips, cwt.	2 00
Onions, silvers and yellows, lb.	0 04
Radishes, doz.	0 30
Parsley, imported, doz.	0 90
Tomatoes, Florida, case	
Celery, lb.	0 16
Cauliflower, doz.	2 75
Potatoes, 10-20 bush. lots, bush.	0 90

Flour Shows Little Strength

Winnipeg.

FLOUR, FEEDS, CEREALS.—The easier feeling noted last week in this market is still apparent. Feed prices are steady at last week's quotations, and a scarcity is noticeable.

Government Standard Flour—	
Cash carload price	$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 10

EARLY CLOSING DOES NOT CURTAIL BUSINESS

Continued from page 57

movement among Civil Service employees, which affects the grocers, mainly, he said he thought in many cases their savings in such purchases were largely imaginary. They frequently received an inferior class of goods, which accounted for the lower prices. He had himself been offered recently a carload of canned beans at about one-quarter or less of the price he usually paid, but the goods were so far below standard that he would not touch them. There had also been some misconception in the minds of those wholesale houses from whom they were buying. In one case a large wholesale house in Montreal had supplied them under the impression that they were selling to the Dominion Government, and did not find out their error until the draft came through. Then they refused further business from this source. In another case, a local wholesaler was called up to a Government department to quote prices, and went under the same impression. When he found he was not dealing with the Government he politely but firmly refused the business, saying he made his living from the retailers, and could not cut into their business. A few firms not in the Grocers' Guild have been supplying them, being out to get any business they can get hold of, but at a recent meeting of the grocers, at which twenty-seven members were present, there was not one who did any business with those firms.

In speaking of the Food Board, Mr. Crabtree said: "All restrictions are now off, and such troubles as we had are over. I know there were some grocers who kicked a good deal, but, generally speaking, I must say I had no trouble. We thought the Board did some strange things at times, but I believe they did their best under the circumstances. The Board had to look forward to what might be several years of war, with no definite end in sight, and had to provide accordingly. The great trouble was that the average person thought the Board's mission was to reduce the cost of living. Then, every man in the country who had a grievance, thought the chairman should give him his personal attention and redress his grievance, which was often imaginary.

"Opinions vary with regard to substitutes. We have had people come in here recently and say: 'It is too bad that substitutes are off the market.' They are not, as a matter of fact, and a certain quantity of them might always be sold. They made good bread for those who knew how to use them and would take the trouble to do so."

Secrets of Successful Storekeeping

Sir Thomas Lipton Gives Some Valuable Advice

INTERVIEWED by a Tit-Bits (London, Eng.) representative, Sir Thomas Lipton lately gave some valuable and interesting advice as to how to succeed in running a store.

"Concentrate! That to my mind," said Sir Thomas to the interviewer, "is the keynote of success in shopkeeping, just as it is in any other business. There is no secret in my life story at all. I simply worked hard, had my heart in my shop, and so could not help succeeding."

Conditions, of course, Sir Thomas pointed out, have changed somewhat since 1874, when, at the age of twenty-four, he rented his first shop in Stobcross Street, Glasgow, and slept in the back room at night.

"But although," he continued, "competition to-day is far more keen than it was in my early days, and although ideas regarding the buying and selling of goods then may appear old-fashioned to the present-day tradesman, whose ambition in many cases seems to be to sink capital in his business and expand it as quickly as possible, the principles which guided me in the development of my little shop in Stobcross Street apply to-day."

Never Take a Partner

From the very beginning, however, Sir Thomas had one determination fixed in his mind: Never take a partner.

"To the young shopkeeper, I say," he remarked, "don't be tempted to take a partner because you are short of capital. Make the best of what you've got, but do not go beyond your capital. Keep within your bank balance, and don't strike out on lines beyond it.

"I remember when I had made the Stobcross shop pay sufficiently to enable me to open another shop in the High Street, Glasgow, I had several offers of partnership, but I never for one moment entertained them, for this reason: that, in my opinion, the right man can develop his business without the aid of a partner, whose ideas may run counter to his own and thus retard the progress of the business while the benefits are being shared."

Watch the Markets.

"A partner is often necessary, however, Sir Thomas," the interviewer remarked, "to secure fresh capital."

"Perhaps," Sir Thomas replied. "Capital, I consider, is a secondary consideration. It is brains, enterprise, and individual management that count. For instance, many shopkeepers worry about and bemoan their lack of capital, while all the time they are wasting money by buying in the worst markets. The means of development without money is in their own hands, but they refuse to see it.

"I say emphatically that it is absolutely necessary, if a shopkeeper is to succeed, that he should have a perfect knowledge of the best available markets in order that he may take advantage of them at the first opportunity. It is only common sense to say that the man who knows the cheapest market is the man who is going to make the most profit.

"When I started as a provision dealer, I kept a very keen eye on trade developments, and it was this observation which induced me to do away, as far as possible, with the middleman in my business transactions. Thereafter I bought most of my butter, bacon, and eggs in the markets in Ireland, and from several thousand acres in Ceylon which I had acquired I procured my supplies of tea, coffee, and cocoa."

A Striking Illustration.

"But the young grocer may say, that it is impossible for him to strike out on such lines nowadays. Acres in Ceylon and buying in the principal markets in Ireland are quite beyond him."

"That may be," said Sir Thomas, "but that is not the point. What I wish to emphasize is that a knowledge of the best markets is absolutely necessary if a tradesman is to succeed.

"What is the use of a man selling only those articles which, owing to the fact that they have to pass through so many hands before they reach him, are almost profitless, when there are other goods which he could buy direct from growers or manufacturers, on which he could reap a good profit?

"To give an illustration. In 1889 I suddenly made the discovery that there were large profits to be made in tea, and I purchased 20,000 chests. I took care to advertise the fact well, and sent through Glasgow a procession of fifty drays, accompanied by a brass band and a squad of pipers. Thus introduced, and my tea being good tea, it sold well, and its large success has continued ever since."

Value of Advertisement.

Discussing advertising, Sir Thomas expressed the view that advertising plays an even greater part in business development to-day that it did when he sent his brass band and squad of pipers round Glasgow to advertise his tea, and that it is the man who hits upon the most novel and striking method of advertising his goods who will come out on top.

"I always tried," he said, "to devise some new method, and even in my early days I was very fond of posting comic cartoons in my shop windows, relating to the latest events of the day, in order to attract the attention of the passer-by."

"Are there not any individual qualities necessary to bear in mind in the details of business, Sir Thomas?"

"Certainly. Work hard, deal honestly, be enterprising, and exercise careful judgment; that is my reply to that question. If you can be born poor, so much the better.

"I always think it is a good thing for a young man, whether he is a grocer, baker, or candlestick-maker, to be born poor. If a boy is born rich and goes into business—a business that has been made for him—what is his first disadvantage? He is, of course, at once handicapped by the fact that he can never realize the value of money. On the other hand, suppose a young man is born poor, and has to work for every penny he has, doesn't he realize the true value of money? And doesn't the fact that he makes his own money make him more independent?

"To succeed, however," Sir Thomas concluded, "a shopman must also make up his mind to spend a few hours in the shop after the shutters are up and before they are down in the morning. Don't forget my favorite motto: 'There's no fun like work.'

"My whole heart was in my first shop. It didn't contain much as shops do nowadays, but I dressed the windows, attended to customers, and did everything myself. I always kept my place as smart and clean as I could, and in this way I encouraged customers to patronize me. I was careful of the smallest detail, and took care that my customers, always went away pleased. To that solicitude on my part in those days I owe the great success that has attended my later efforts.

"Civility and consideration towards customers are great assets to a shopkeeper. Try to treat rich and poor alike, for the poor man's twenty shillings are as good as the rich man's pound, and the working man's wife with her basket on her arm is entitled to as much respect as the lady who comes in her carriage, in war as well as peace time."

MONCTON, N.B., RETAIL ASSOCIATION ELECTS OFFICERS

The annual meeting of the Moncton Retail Association was held recently in the Board of Trade rooms, City Building, and was largely attended. H. E. Gross, the retiring president, occupied the chair.

The association now has a membership in the vicinity of 110, which includes Moncton and suburbs.

The following officers were elected for the year: L. H. Higgins, hon. president; R. P. Dickson, president; W. D. Charters, vice-president; J. S. Ross, secretary-treasurer; T. B. Price, auditor; executive committee, David Steeves, J. J. Bourgeois, H. E. Gross, A. E. McSweeney, and P. H. Fryers.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 5.—New shipment Manchurian shelled walnuts are here. Broken selling at 50c; halves, 60c. Lard, threes, pure, advanced to $18.30. New laid eggs, very scarce; a few Washingtons at $17.50; locals, eighteen. Some of to-day's quotations are: Siam rice, $8.30 to $9.50; sago and tapioca, $11.00 to $12.50. Number 1 B.C. white beans, 7c to 10c. Cheese, number one Ontario, 30c to 31c. Tomatoes, twos, $2.40 case. Naval oranges, $5.50 to $6.50. Some advances are reported on certain sizes of prunes and there are declines of 2c to 4c per pound on some kinds Northwest sweet biscuits.

Beans, B.C.	7 00	10 00
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	3 80	3 90
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	....	**4 80**
Do., No. 2	....	**4 10**
Tapioca, lb.	0 10½	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	0 30	0 31
Butter, creamery, lb.	....	**0 50**
Do., dairy, lb.	**0 35**	**0 40**
Lard, pure, 3s, per case	....	18 30
Eggs, new-laid, Washington	....	17 50
Do., local	....	18 00
Tomatoes, 2½s, stand. case	3 60	4 25
Tomatoes, 2s	....	2 40
Corn, 2s, case	**4 80**	**5 00**
Peas, 2s, standard case	**3 40**	**3 50**
Apples, gals., Ontario, case	**2 60**	**3 00**
Strawberries, 2s, Ontario, case	**8 10**	**8 75**
Raspberries, 2s, Ontario, case	**8 40**	**8 75**
Cherries, 2s, red, pitted	....	**6 40**
Apples, evaporated, 50s, lb.	....	**0 18**
25s, lb.	0 18	0 18½
Apricots, evaporated, lb.	**0 26**	**0 29**
Peaches, evaporated, lb.	**0 18**	**0 20**
Peaches, 2s, Ontario, case	....	**4 75**
Salmon, pink, tall, case	**9 00**	**10 25**
Salmon, Sockeye, tall, case	**16 50**	**16 75**
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navels	5 00	6 50
Lemons, case	6 00	6 50
Grapefruit	7 25	7 75

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 5.—California Limas, 15c; Indian white beans, 7c; China, number two, $1.50 per forty mats; standard peas, twos, $1.75; Early June peas, $1.90; dried apples, 19c; Newtons, Winesaps, $4.00; margarine, 34c; chicken halibut, 15c; medium, 17c; salmon, unchanged; fresh ling cod, unsold.

BRITISH COLUMBIA:

Sugar, granulated	....	$10 05
Do., yellow	....	9 40
Do., icing	....	10 45
Rolled oats, 80s, each	....	4 40
Flour, Govt. standard, 24s	....	11 20
49s	....	11 00
98s	....	10 80
Cornflour, 98s, per bbl.	....	13 50
Cornmeal, 98s	....	11 50
Barley, pot, 98s	....	0 05½
Do., pearl	....	0 06½
Beans, lima, Manchurian, 100s	....	0 13½
Do., lima, California	....	0 18
Do., white, 100s	....	0 08
Do., Kotenashi, 100s	....	0 08
Rice, Siam, No. 1, per ton	....	....
Do., Do., No. 2, per ton	....	160 00
Do., China, No. 1, per 40 mats	....	160 00
Do., Do., No. 2, per 40 mats	....	135 00
Tapioca, 140s	....	0 10¾
Sago, 140s,	....	0 10½
Canned tomatoes, 2½s, doz.	....	2 00
Do., peas, stand., 2s, doz.	....	1 75
Do., early June, 2s, doz.	....	1 90
Do., corn, 2s, doz.	....	2 45
Do., beans, green, doz.	....	2 25
Do., Do., yellow	....	2 25
Do., raspberries, 2s, doz.	....	4 10
Do., strawberries, 2s, doz.	....	4 25
Do., peaches, 2½s, doz.	....	3 75
Do., plums, 2s, doz.	....	2 10
Do., pineapple, 2s, doz.	....	3 25
Do., pumpkin, 2½s, doz.	....	1 40
Do., salmon, sockeye, 1s, tall, per case	....	17 50
Do., cohoes	....	14 00
Do., pinks	....	10 00
Do., chums	....	9 50
Do., pilchards	....	8 25
Dried Fruits—		
Choice peaches, 25s	....	0 25
Do., apricots	....	0 22
Do., apples	....	0 19
Do., prunes, 70-80, 55s	....	0 17½
Oranges, run, per case	....	5 00
Lemons, per case	5 00	5 50
Grapefruit, per case	....	4 25
California	....	3 75
Bananas, lb.	0 09	0 09½
Apples Yellow Newtons, per box	....	4 00
Do., Winesaps, per box	....	4 00
PRODUCE		
Dressed hogs	0 18	0 20
Breakfast bacon, medium	0 44	0 47½
Hams, medium	0 34	0 38
Pure lard, tierce basis	....	0 32
Do., compound	....	0 25
Butter, New Zealand prints	....	0 52
Do., Alberta Cr., prints	....	0 48
Margarine, prints	....	0 34
Eggs, fresh	....	....
Do., storage	....	....
Cheese, large,	....	0 31
Do., twins	....	0 31½
Potatoes, Lillooet, per ton	....	36 00
Fish -		
Frozen Halibut, per lb.	0 15	0 17
Salmon, Qualla, per lb.	....	0 10
Salmon, Cohoe, per lb.	....	0 16
Salmon, Spring, per lb.	....	0 17

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 5.—On March 3rd bread prices in Regina tumbled from 2½c to 3c a loaf. The new prices to the consumers mean a saving of three loaves on the dollar. New prices are: wholesale, 13 loaves for $1.00; retail, 10c a loaf, or 11 loaves for $1.00. Former price to consumers was 8 loaves for $1.00. A big increase in macaroni is reported, new price being $4.20 per case. New prices on oranges are $6.50, and lemons, $8.00. Beans are lower at small white Japan, $5.00, and Limas, per pound, 12½c. Siam rice is down at $8.40. Rolled oats show a considerable decline, bails now being quoted at $3.65. Creamery butter is down to 42c, and new laid eggs to 52c. Lard has declined to $18.20 for 3's.

Beans, small white Japans, bu.	....	5 40
Beans, Lima, per lb.	....	0 12½
Flour, standard, 98s	....	5 45
Rolled oats, bails	....	3 65
Rice, Siam, cwt.	....	8 40
Sago, lb.	....	0 12
Tapioca, lb.	....	0 13
Sugar, pure cane, gran., cwt.	....	10 99
Cheese, No. 1 Ontario, large	....	0 30
Butter, creamery	....	0 42
Lard, pure, 3s, per case	....	18 75
Bacon, lb.	....	0 47
Eggs, new-laid	....	0 52
Eggs, storage	....	0 65
Pineapples, case	....	**5 75**
Tomatoes, 3s, standard case	....	4 25
Corn, 2s, standard case	....	4 85
Peas, 2s, standard case	....	3 45
Apples, gal., Ontario	....	2 85
Apples, evaporated, per lb.	....	0 18½
Strawberries, 2s, Ont., case	....	8 50
Raspberries, 2s, Ont., case	....	8 70
Peaches, 2s, Ontario, case	....	5 50
Plums, 2s, case	....	4 00
Salmon, finest Sockeye, tall, case	....	....
Salmon, pink, tall, case	....	10 25
Pork, American clear, per bbl.	....	41 00
Onions, ton	....	59 00
Potatoes, bushel	....	1 15
Apples, Washington, box	2 90	3 00
Pears, Washington, box	....	4 00
Grapefruit	....	7 50
Cranberries, bbl.	....	15 00
Florida oranges	....	6 50
California oranges	....	6 50
Pineapples	....	5 75
Lemons	....	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 5.—Opinions in trade circles tend towards a belief that if the anticipated slump in prices is not likely to occur and that apart from seasonable changes, any downward tendency is due more to mistaken ideas of the future than to facts. Buying still cautious, however. Molasses, 90 to 95c. Eggs, fresh, 50c; case, 46c to 47c. Butter is higher, creamery 52c to 54c; dairy, 47c to 50c; tub, 42c to 46c. Canned goods are off in price. Tomatoes, $4.00; corn, $4.40; peas, $2.90. Potatoes are slightly higher, $3.25. Onions, $1.75 to $2.25. Lemons, $6.50 to $7.00. Oranges, Cal., $6.50 to $7.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 25	3 30
Rice, Siam, per 100	9 00	9 10
Molasses	0 90	0 95
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 29	0 30
Eggs, fresh, doz.	....	0 50
Eggs case	0 46	0 47
Breakfast bacon	0 30	0 38
Butter, creamery, per lb	0 52	0 54
Butter, dairy, per lb.	0 47	0 50
Butter, tub	0 42	0 46
Margarine	**0 33**	**0 35**
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½

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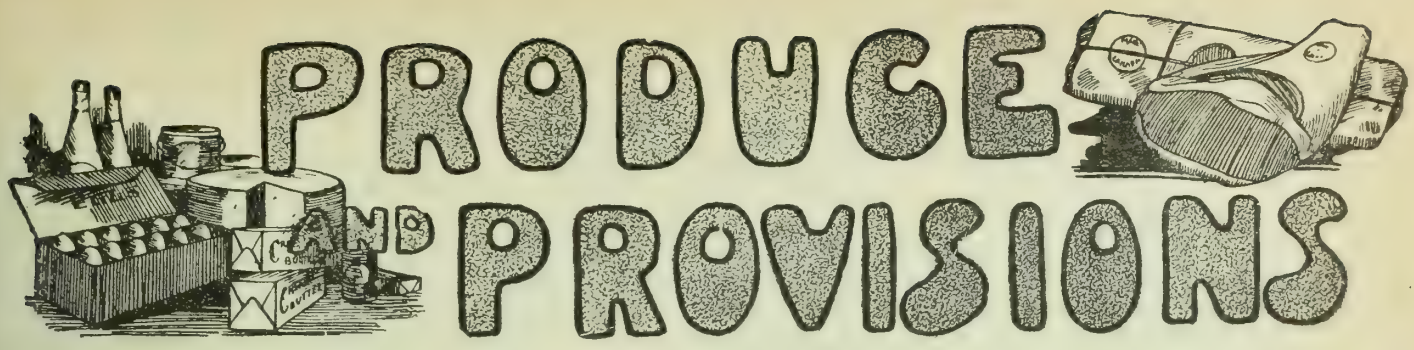


A Meat Department Aids Business

The Addition of This Department Caused Business to Boom, and Was a Means of Attracting Trade to the Store—Some Simple Systems That Ensure a Successful Business

"THERE is no question of a doubt," said Mr. Kent, of Hilton and Kent, Dundurn Street, Hamilton, "that a meat department is a very important factor in encouraging business. We have found it so in our experience."

Mr. Kent was a butcher by trade, and when he joined Mr. Hilton in partnership he strongly advised the addition to the store, that was then situated a short distance from the present site. Mr. Hilton was inclined to fear that such a department would be more of a risk than an advantage, but Mr. Kent held to his point, and finally succeeded in getting the co-operation of his partner in the new venture.

The success of the combination was never for a moment in doubt, he stated, and there can be no question that the added department went a good way in accounting for this success. "Business grew like a weed," stated Mr. Kent, "and the department was never for a moment a danger point in the store's business. It always paid its way, and, more than that it was an incentive to draw many people to the store.

Attracts a New Trade

"Many people who moved out into this new locality had their affiliation with some store or stores in other parts of the city. In many cases they have been accustomed to deal with at least two different stores for their groceries and meats. But the occasion arises when they want some article in a hurry, and come to us for it, and you see, in this way we had two points of attraction, because we had the double service, and we found that this was a large factor in inducing many customers to come to the store. Once there, we aim to keep them by courteous, careful service, and we have found that we have been able to do so. In this way we look to the meat department as having been a large factor in establishing our business.

"Is it a paying proposition? Well, we have found it so, and not only because of its aid in drawing trade, but in the actual revenue produced.

"Of course a meat department can be either an asset or a liability, depending upon the care with which it is operated. The items of waste and of overbalanced stock are factors that may very readily eat up any possible profit that might be derived from such a department. But there are ways of meeting these difficulties successfully, and with reasonable care and the same amount of salesmanship that you would expect to give in any other department the meat business may be successfully handled at a very fair profit.

A Basis of Quality Rather Than Price

"We have built up our meat business

Interior of the Hilton & Kent store, Dundurn St., Hamilton, Ont. The door showing on the left is the entrance to the meat department.

on a basis of quality rather than of price. In meats, more than any other line perhaps, people are anxious for the first quality, and we aim to give them that. We find that in doing so the matter of price does not very frequently arise, and we aim to make a reasonable profit on the meats sold. Where the matter does arise, we tell people plainly, that we charge these prices because we are buying the very best quality of meat that we can obtain, that other meats may be sold at lower figures, but that we would rather maintain the quality and suffer a loss of custom, because of higher prices, than to lose trade by lowering the quality. This has been an effective argument, and our trade now has come to a place where they rarely question a price. We of course make these prices as reasonable as possible, but at the same time we assure ourselves of a fair working profit."

Elements of Danger

In regard to the dangers that might arise in this department, the chief of these were, Mr. Kent thought, due to carelessness. In the first place there was the element of waste. That might or might not be a serious factor in regard to profit, depending almost entirely on how the salesmen looked after the stock. If it was allowed to lie about, or if it was cut indiscriminately, then there was an ever-increasing element of possible wastage. The trimming alone might very well make the difference between a profit and a loss. To avoid this difficulty it was their practice to keep as little stock as possible on display, and to keep the balance in the refrigerator where the meat was not so liable to dry out and discolor, and there was not the same necessity for incessant trimming.

Overbalanced Stock

Then there was the question of overbalanced stock. Unless the clerks in the meat department watched the stock and kept it moving evenly there was bound to be an over-accumulation of some cuts that could not be sold to advantage. It was there where real salesmanship made success a possibility. The clerk was in a position to sell pretty well what he wanted to sell, for it was seldom that a customer came into a store with a hard-and-fast decision as to just what she wanted in meats. In that way the meat business differs from other businesses. And for that reason also it is quite possible for a clerk to suggest lines that the store is overly well stocked in.

They had not left this matter entirely to the clerk. The clerk was apt, in many cases, to sell the cuts that were nearest to hand, and certainly the customer was inclined to ask for these cuts, so that when they found that certain cuts were running low they removed them from view. The customer, not seeing them on display, is less likely to ask for them, and in that way it is easier for the clerk to suggest other lines and to re-establish the balance of stocks on hand.

"We find that by adopting these simple expedients we can put our business on a thoroughly paying basis and give our customers the service that means continued business."

BACON ORDERS PLACED

Orders for Ten Tons of Bacon Received by Canadian Packers—Will Dispose of Bulk of Accumulated Supply

ADVICES have reached the trade this week that the British Government has decided to place contracts with Canadian packers for about ten thousand tons of bacon. This announcement does much to clear the situation, and whereas this will not mean that surplus stocks are entirely cleared up, it represents as far as can be determined about two-thirds of total amount that has accumulated.

It is expected that restrictions will all be removed on marketing by March 31, and that an open market will again be established. What the change in method of selling will show is just a little hard to determine at present. However, Canadian packers are willing to stack up against other competition and feel that with the natural desire of the English consumer for Canadian bacon as against other lines, that they should be in a good position to hold this trade advantageously.

It is understood orders for bacon are being placed among the packers pro rata on the quantity offered.

CANADA'S STOCKS OF MEAT AND PRODUCE

The following statistics of produce show the stocks owned by the wholesalers licensed by the Canada Food Board, and the sales made by those wholesalers to retailers and all other purchasers other than wholesalers, shows what stocks have gone on for consumption from the warehouses of the wholesalers within the month. These data being compiled from the "Stock Forms" of the Canada Food Board are as complete as can be made from the reports received from the licensees. While the reports of certain wholesalers are lacking, yet the following statement covers the dealings of by far the larger number of wholesalers in the Dominion.

The grand total of Canada is as follows:—

Commodity and Unit.	In transit	In warehouse	Sales to retailers, etc.
Eggs, doz.	1,843,426	3,999,231	3,488,000
Creamery Butter, lbs.	1,838,840	12,546,741	6,636,496
Dairy Butter, lbs..	425,434	1,874,968	599,813
Cheese, lbs.	1,288,433	5,331,535	2,450,042
Oleomargarine, lbs.	11,860	837,411	986,599
Lard, lbs.	37,168	3,145,016	2,107,062
Lard Comp'nd, lbs.	393,156	2,458,499	2,878,033
Beef, cured, lbs...	1,860,550	4,361,824	254,418
Beef, fresh, lbs...	2,228,003	36,702,654	13,812,244
Pork, cured, lbs...	191,417	32,855,077	5,393,621
Pork, fresh, lbs...	12,626	8,230,540	3,226,782
Mutton and Lamb, lbs.	126,848	4,239,170	1,942,400
Poultry lbs	182,393	2,237,690	606,311

WHAT CANADA HAS SENT TO BRITAIN IN FOOD

Quarter of a Million Tons of Meats, Dairy Produce and Eggs Purchased by British Ministry of Food up to End of 1918

Nearly a quarter of a million tons of meat, dairy products and eggs have been purchased by the British Ministry of Food in Canada up to the end of 1918. The exact total is 486,150,000 pounds.

The Provisions Section purchased directly 153,453 tons, made up of:—

	Tons.
Bacon and ham	86,438
Lard	420
Butter	222
Milk	1,674
Preserved meat	4,535
Frozen meat	60,164

In addition to this, the Dairy Produce Commission, on behalf of the British Ministry, purchased 80,622 tons of food, made up of:—

	Tons.
Cheese	65,955
Butter	3,988
Milk	10,334
Eggs	345

Total—234,075 tons.

LAST YEAR'S RECORD POTATO CROP

Last year 105,579,700 bushels of potatoes were grown in the Dominion on 735,192 acres, an average of 143½ bushels per acre. In 1917 the potato harvest of Canada was 79,892,000 bushels, produced on 656,958 acres, an average of 121½ bushels per acre. The total value of last year's crop was $103,636,100, as against $80,804,400 in 1917.

A SANE VIEWPOINT

A farmer recently went into the store of A. F. Choate & Son, Warsaw, Ont., to buy a broom.

"Well, what are your brooms worth today?" he asked.

Mr. Choate replied, "One dollar a piece."

"Brooms are certainly one thing that have not advanced in price," replied the farmer.

It was somewhat difficult to grasp his meaning as Mr. Choate of course knew that brooms that are one dollar now were very much less a few years ago. The farmer noticed his puzzled look and added: "I could always get a broom for two dozen of eggs. Before the war that was always the price and I see they are the same price now as then."

Here was one farmer who appreciated the fact that other products in addition to those he had for sale himself had advanced. It it evident that A. F. Choate & Son have been keeping their customers in touch with advances in prices since the war began and this story indicates they are prepared to pay the higher prices. There is a splendid suggestion here for the entire trade.

MARKETS BY WIRE

Continued from page 72

American clear pork	55 00	59 00
Beef, corned, 1s	....	**4 90**
Tomatoes, 3s, standard, case	....	4 00
Raspberries, 2s, Ont., case	....	**8 80**
Peaches, 2s, standard case	....	**6 00**
Corn, 2s, standard case	....	4 40
Peas, standard case	....	2 90
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	....	....
Apricots, per lb.	0 18¾	0 19½
Potatoes—		
Natives, per bbl.	....	3 25
Onions, Can., 75-lb. bags	1 75	2 25
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 50	7 50
Oranges, Florida	7 00	7 50
Grapefruit, case	7 00	7 50
Bananas, per lb.	0 09	0 10

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 4.—The week's features are those of an advance of one cent per pound for best creamery butter in prints; a decline for various barrel pork, declines for ox tongue and roast shoulders, a firming of lard markets, and a stronger feeling for cheese. On the other hand there has been a further decline for eggs, and while there is a steadier basis, lower prices still may prevail.

The hog and beef markets are very firm, and advances seem likely to be made. Hog deliveries are light and receipts quickly picked up on arrival.

Firm Undertone On Fresh Meats

Montreal.

FRESH MEATS.—All through the list, on both hogs and beef, the undertone is decidedly strong this week. No advances have been made, but these are not distant, some think, if the present undertone is maintained for a few days. As far as hogs are concerned, these are picked up as quickly as delivery to the city is made. It is one of the contributing reasons for the strong market. Fresh beef is available at a range of quotations, dependent upon the quality, and there is a satisfactory movement.

Hogs, Dressed—		
Abattoir killed, small	$24 50	$25 00
Sows	20 00	21 00
Hogs (country dressed)	19 00	21 00
Hogs, live	....	18 00
Fresh Pork—		
Leg of pork	....	0 32
Loins	0 34	0 36
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	....
Trimmed shoulders	0 24½	0 25
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 22 $0 30 .Hind quarters	$0 20	$0 25
0 15 0 19 .Front quarters	0 14	0 16
0 30 0 35 .... Loins	0 25	0 28
0 20 0 28 ..... Ribs	0 20	0 26
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 26	0 27
Lambs—fresh killed	0 26	0 28
Do.. frozen	0 26	0 27
Sheep	....	0 20

Barrel Pork Less; Roll Bacon Too

Montreal.

CURED MEATS.—There is an easier basis for various barrel pork, and reductions amount to $2 and $5 per barrel. Roll bacon is also on a lower range basis this week, selling not being very brisk. Dry salt meats are somewhat lower in price also, and in fair demand only. For regular grades of bacon, and for the better qualities in particular, there is a fairly steady sale.

Cured Meats—		
Hams—		
Medium, smoked, per lb.—		
(Weights) 10-16 lbs.		0 37
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 38	0 45
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.	....	0 30
Barrel Pork—		
Canadian short cut (bbl.)	50 00	52 00
Clear fat backs (bbl.) (40-50 pieces)	....	60 00
Do. (30-40 pieces)	....	61 00
Short cut clear pork (bbl.)	53 00	54 00
Heavy mess pork (bbl.)	42 00	44 00
Bean pork (bbl.)	42 00	45 00

Cooked Hams 49-51c; Shoulders, Tongue Less

Montreal.

COOKED MEATS.—While there is a certain amount of demand all the while, the sale for cooked meats is somewhat small. Cooked hams are selling this week at 49 to 51 cents per pound, and roast shoulders at 44 to 48 cents. Choice jellied ox tongue is also on a more favorable price basis at 44c.

Head cheese	....	0 15
Meat loaf with macaroni and cheese, lb.	....	0 29
Choice jellied ox tongue	....	0 44
Ham and tongue, lb.	....	0 32
Veal and tongue	....	0 25
Hams, roast	0 50	....
Hams, cooked	0 49	0 51
Shoulders, roast	0 44	0 48
Shoulders, boiled	....	0 44

Outlook For Lard Firmer

Montreal.

LARD.—There is more firmness of undertone to the lard market, and prices, while still showing considerable spread, are becoming steadier and higher. It is not improbable that, with a general firming of the hog price basis, there will be a maintenance of the higher prices that have been reached within the last week or two.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 26½	0 28
Tubs, 50 lbs., per lb.	0 26¾	0 28¼
Pails, 20 lbs., per lb.	0 27	0 28½
Bricks, 1 lb., per lb.	0 27½	0 29

Shortening Basis Holds Steady

Montreal.

SHORTENING.—There is still some spread on shortening, but this is determined, quite largely, through the influence of lard. There is a steady and stronger feeling, with sales fair, though not large.

Tierces, 400 lbs., per lb.	0 25½	0 25¾
Tubs, 50 lbs.	0 25¾	0 26½
Pails, 20 lbs., per lb.	0 26	0 26½
Bricks, 1 lb., per lb.	0 27	0 27½

Slight Shading On Margarine

Montreal.

MARGARINE.—There is a tendency to reduce prices somewhat on margarine. One dealer is quoting 33½c on best grade, in prints, and as the selling is not brisk there is a tendency to lower prices somewhat.

Margarine—		
Prints according to quality, lb.	0 32	0 33½
Tubs, according to quality, lb.	....	0 30

Butter Firms 1c In Big Demand

Montreal.

BUTTER.—Under a very active demand butter is firmer in this market and is selling as high as 54c per pound in prints for best creamery. There is no indication of any change in the demand, and since storage stocks are not heavy there is every reason to anticipate a firm market for some time.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	....	0 52
Dairy prints, choice	0 44	....
Dairy, in tubs, choice	0 42	....

Cheese is Firm; Stilton to 32c

Montreal.

CHEESE.—There is a good consumptive demand for cheese, even though dealers are not buying in big lots, but rather satisfying themselves with frequent buying in lots of one or more as required. Some are asking a little more for Stilton, as much as 32c being quoted.

Cheese—		
Large, per lb.	....	$0 28½
Twins, per lb.	....	0 29
Triplets, per lb.	....	0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.	....	0 36

Further Drop Puts New-Laid Eggs 47c

Montreal.

EGGS.—Fine weather is responsible for larger egg production and consequently egg prices continue to drop. At 46c there is a good demand for new-laids, and while there may be lower prices still, it is expected that the feeling will be steadier for some time now. Chicago prices being on a better basis and these being a governing factor to the Canadian trade.

New-laids	0 46	0 47
Storage	....	0 46

Poultry Held; Still Selling

Montreal.

POULTRY.—There are no changes of price for poultry and the market is held firmly. Selling of storage stock is active and there is a fair supply of this. With export sales probable it is to be expected that the undertone will be on the firm side.

Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Fish Movement Expected Better

Montreal

FISH. With the advent of the Lenten season it is fully expected that there will be a good steady demand for various kinds of fish. Prepared, smoked and pickled will figure largely in sales, and with supplies good these ought to be maintained on a steady and satisfactory basis. Supplies of various fish from both Atlantic and Pacific coasts are limited owing to adverse weather. In a general way there is little sale for oysters, prawns, lobsters, and the like.

FRESH FISH

Haddock	0 09	0 10
Steak Cod	0 10	0 12
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	....	0 28
Live lobsters	0 65	0 70

FROZEN FISH

Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 12	0 13
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15	0 16
Whitefish, small	0 11	0 12
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	....	0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.	....	5 00
Lake Herrings, bag, 100 lbs.	....	6 50
Alewives	0 07	0 07½

SALTED FISH

Codfish—		
Codfish, large brl., 200 lbs.	$20 00	
Codfish, No. 1, medium, brl., 200 lbs.	20 00	
Codfish, No. 2, 200 lb. barrel	18 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH

Herrings (Scotch cured) barrel	13 00	
Scotia, barrel	14 00	
Do., half barrel	7 25	7 50
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	27 50	
Salmon, B.C. (200 lbs.)	25 00	26 00
Sea Trout (200-lb. bbls.)	25 00	
Turbot (200 lbs.)	18 00	
Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17

OYSTERS

Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 2 60
Can No. 3 (Solids)	7 25 7 50
Can No. 5 (Solids)	12 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40

SUNDRIES

Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75

ONTARIO MARKETS

TORONTO, March 5—Live hogs are again a centre of interest, buyers wanting to bring price down, whereas sellers cannot see the lower prices. Eggs have declined and receipts are very heavy. Lard shows a stronger tendency and shortening has a firmer undertone in sympathy. The fish markets are shot through with "specials" which mean lower prices on practically the entire list.

Small Meats Firmer; Others Steady

Toronto.

FRESH MEATS.—The market on lambs and sheep shows strength this week and prices have advanced. There is little change to report in the situation on fresh cuts of meat, either beef or pork, quotations for the week generally being at levels shown last week. Live hogs went up around $18 the end of last week and opened up around this figure early in the week, but buyers were trying to bring down to $17.50, fed and watered basis. Whether they can effect this reduction is a question yet.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.		$24 00
Live, off cars, per cwt.		17 25
Live, fed and watered, per cwt.		17 50
Live, f.o.b., per cwt.		16 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 27	0 29
Loins of pork, lb.	0 33½	0 36
Tenderloins, lb.	0 13	0 45
Spare Ribs, lb.	....	0 20
Picnics, lb.	....	0 21
New York shoulders, lb.	....	0 24
Montreal shoulders, lb.	....	0 25
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 26
Front quarters, lb.	0 14	0 18
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 28	0 30
Do., short, lb.	0 32	0 35
Hips, lb.	0 20	0 22

Cow beef quotations about 2c per lb. below above quotations.

Calves, lb.	0 25	0 28
Lambs, whole, lb.	0 30	0 32
Sheep, whole, lb.	0 19	0 22

Above prices subject to daily fluctuations of the market.

Cured Meats Hold Unchanged

Toronto.

PROVISIONS.—There have been no price changes recorded in cured meats this week. A somewhat better demand locally is in evidence with supplies good.

Hams—		
Medium	$0 31	$0 33
Large, per lb.	0 29	0 31
Backs—		
Skinned, rib in	0 45	0 46
Boneless, per lb.	0 49	0 50
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 46
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 35
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.	....	0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	50 00	54 00
Pickled rolls, bbl., 200 lbs.	48 00	52 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Holding Steadily

Toronto.

COOKED MEATS.—A steady market is shown in all cooked meats. Prices are unchanged and business fairly active. Sausages hold at declines noted last week.

COOKED MEATS

Boiled Hams, lb.	$0 50	$0 51
Hams, roast, without dressing, lb.	0 51	0 52
Shoulders, roast, without dressing, per lb.	0 48	0 49
Head Cheese, 6s, lb.	....	0 16½
Meat Loaf with Macaroni and Cheese, lb.	....	0 29
Choice Jellied Ox Tongue, lb.	0 52	0 54
Ham and Tongue, lb.	....	0 32
Veal and Tongue, lb.	....	0 25

Above prices subject to daily fluctuations of the market.

Lard Market Showing Strength

Toronto.

LARD.—A much stronger feeling is in evidence on lard, some export business developing which has produced this effect. There are some quotations in large quantities of 27½c per pound tierce basis to-day, but opinion is strong that 28c will be minimum by the end of the week. Local trade is picking up.

Lard, tierces (400 lbs., lb.	$0 27½	$0 28

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Shows Signs of Strengthening

Toronto.

SHORTENING. — The market on shortening shows signs of strengthening in sympathy with lard, and there is no tendency to shade prices to any extent in evidence. Quotations though unchanged, are strongly held at following figures, tierce basis, per pound: Easifirst, 26¼c; Domestic, 25½c-26c; Peerless, 25½c; Cotasuet, 25½c-25¾c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb.	$0 25½	$0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Shows Some Activity

Toronto.

MARGARINE.—Dealers report that sales seem to be somewhat better during the week, though for what particular reason there is no answer forthcoming. The market is holding steady and the prices are unchanged during the past few weeks.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Shows Better Feeling

Toronto.

BUTTER.—There is a somewhat better feeling on the market for butter. It is understood there has been some move from Western Canada to the United States which will help the situation somewhat. There has also been some poor dairy butter moved out of stock here in Toronto, and these two factors have had a tendency to steady the market. Opinions varied as to what the

market may do, but the general feeling is that the situation will show little change for some time to come. Quotations are ruling at the following figures.

Butter—		
Creamery prints (storage)	$0 51	$0 52
Creamery solids (storage)	0 50	0 51
Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	....	0 52
Dairy prints, fresh separator, lb.	0 46	0 47
Dairy prints, No. 1, lb.	0 44	0 46

Lower Prices Named on Eggs

Toronto.

EGGS.—An easier market is again shown this week. The prices are about 5c per dozen below those prevailing last week for the new-laids, and the heavy receipts that are coming in from day to day may influence prices even lower. The range of quotations early in the week to the trade were as follows:

Eggs—		
New-laids, in cartons, doz.	$0 47	$0 49
New-laids, doz.	0 45	0 47

Some New Cheese Offering

Toronto.

CHEESE.—Indications are that there is a little better new cheese being made. This has not reached proportions sufficiently great yet to make any appreciable difference in the market. Prices are holding firm.

Cheese—		
New, large	$0 28¾	$0 29
Stilton (new)	0 30½	0 31

Twins, ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Poultry Stiffens; Some Export Done

Toronto.

POULTRY.—The market on poultry generally has shown some signs of activity during the week. Prices being paid on fowl and chicken show advances over those of last week. The prices which are being quoted to the retail trade have also advanced to-day, being up about 2c per pound all the way around. There have been three carloads of poultry, mostly fowl and chickens, exported from this market. This has helped out the situation materially in some quarters where stocks were considered slightly heavy.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$....-$0 35	$....-$0 35
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do. young, lb.	0 32- 0 35	...- 0 43
Roosters, lb.	....- 0 22	....- 0 25
Fowl, 4 to 6 lbs., lb.	....- 0 30	....- 0 30
Fowl, over 6 lbs., lb.	....- 0 32	....- 0 32
Fowl, under 4 lbs., lb.	....- 0 25	....- 0 25
Chickens, under 5 lbs., lb.	....- 0 26	...- 0 28
Chickens, over 5 lbs., lb.	0 26- 0 27	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

		Dressed
Hens, light	$0 32	$0 34
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 35	0 40
Turkeys	0 46	0 48
Geese	0 25	0 28

Fish Active; Many "Specials"

Toronto.

FISH.—With the beginning of the Lenten season here fish dealers are out with a lot of specials to the trade. This is shown in the price of ciscoes, which are being quoted as low as 12c per pound. Haddock are lower at 6c to 10c per pound; mackerel are from 9c to 10c per pound, and flat fish at 8c per pound. There has been a decline also in the price of white fish, which are now selling to the trade at anywhere from 12½c to 15c per pound. Dealers report a very good demand from both city and country trade, and these conditions are expected to prevail for the next few weeks.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.	0 06	0 10
Do., heads on, lb.	0 07	0 08
Do., small, case, 200 lbs., lb.	....	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 09	0 13
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 12½	0 13
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 08	0 09
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	....	0 25
Tomcods, lb.	....	0 07

FROZEN LAKE FISH		
Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 08	0 09
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tubilees, lb.	0 09	0 10
Whitefish, lb.	0 12½	0 15
SMOKED FISH		
Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	0 12	0 16
Digby Chicks, bdle.	1 85	1 90
Boneless Digbys, box	....	2 50
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 16	0 17
Do., Finnan, lb.	0 11	0 12
Herring, Kippered, box	1 50	2 75
Shrimps, can	....	1 75
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Herring, Labrador, bbl.	....	13 00
Do., Do., keg	....	6 50
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case	....	2 75
Mackerel, salt, 20-lb. kit	....	3 90
Quail on Toast, 24 1-lb. tablets, cs	....	4 00
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	....	0 14
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	....	13 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2½ gallons)	....	9 50
gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

WINNIPEG MARKETS

Hogs Show Higher Prices

Winnipeg.

PROVISIONS.—A stronger feeling is evident in the hog market with prices advanced to 17¼c. This strength is the result of an improved export outlook and the Canadian market is also in sympathy with the United States market where prices have been fixed at 17½c.

Butter Quiet; Margarine Selling

Winnipeg.

BUTTER.—There is very little trading in creamery butter, the majority of present stocks being held for export. Prices are steady at 47c to 48c per pound.

MARGARINE.—Trade in margarine is fair, due to the high prices of good creamery butter. Margarine prices are steady at 34c to 35c per pound.

Eggs Unchanged But Likely to Decline

Winnipeg.

EGGS.—The egg market is seemingly governed largely by the weather. During the recent cold weather prices have been firmer. Canadian receipts should from now on begin to eliminate United States eggs, which have been coming on this market in large quantities. A large quantity of Chinese eggs have been selling on this market, and in some cases, it is said, dealers have been trying to dispose of them as domestic products. The quality of these eggs is much below the Canadian standard. Prices are fairly steady, though a decline is looked for.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 32
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	....	....
Manitoba, large fresh	....	....
Butter—		
Dairy	0 33	0 34
Fresh made creamery, No. 1 cartons	....	0 45
Fresh made creamery, No. 2	....	0 43½
Margarine	0 31	0 32
Eggs		
New-laid, doz.	0 43	0 48

Poultry Shows Little Movement

Winnipeg.

POULTRY.—Very little trading in poultry is being done on this market at the present time, and it is reported that holders are getting anxious regarding stocks on hand.

Fish Shows Considerable Activity

Winnipeg.

FISH.—Heavy receipts of flatfish, chiefly soles, have come on this market. There is a good demand for all lines of fish and supplies are plentiful. While dealers expect prices will advance before they decline, there is no immediate prospect of any change.

COUNTRY PORK SAUSAGE

These Sausages are different

Only the very purest ingredients are used in the making of Schneider's Sausages. And they are made by people with a widespread reputation for the quality of the Sausages they produce.

Put a trial supply in your Provision Department.

J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

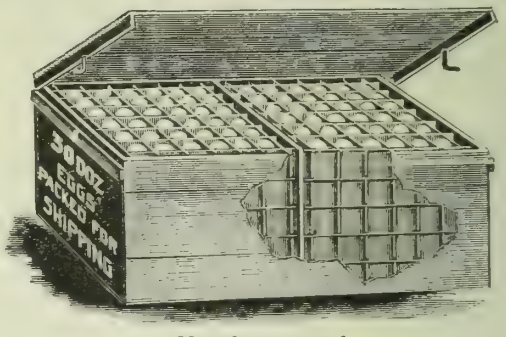
For years and years, the purity and quality of Windsor Salt have been the standby in the Grocery trade of Canada.

This is why practically every grocer sells

Windsor Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED
261

THE MILLER BROS. CO., LIMITED



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White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
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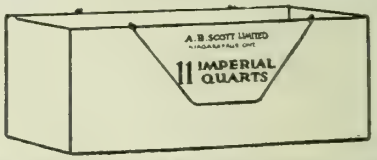
BUTTER BOXES, EGG CRATES
and
BASKETS

Your customers will buy them if you take the trouble to introduce them.



3-qt., $4.50; 6-qt., $6.50; 11-qt., $8.00 per 100.
Send for trial order.

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A New Indian Chief Brand Line

Prepared Herring

Sound, well-selected fish prepared by our well trained and expert girls in a clean, sanitary factory.

A special system of processing reduces the bones of these fish to a degree of softness where they are hardly noticeable. From their natural element until they are sealed in the cans labeled "Indian Chief" Brand Prepared Herring is but a matter of a very few hours.

Show this line in your Canned Fish displays. Their quality and convenience will appeal to every customer.

Shaw & Ellis

Pocologan, Charlotte Co., N.B.

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Get More Profit Out Of Your Sea Food Sales

First Quality Sea Goods like the Brunswick Brand lines will boost your profits by boosting your sales of canned sea foods and by attracting the best class of trade to your store.

You run no risks whatever when you stock Brunswick Brand Sea Foods, whose delectable, wholesome qualities appeal to the most fastidious tastes.

Get stocked from the following list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

CONNORS BROS.

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Black's Harbor, N.B.

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Chicken Haddies

Packed in an attractively labelled sanitary container that makes an instant appeal to the appetite.

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Montreal

Plants at Canso, N. S.
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Packers of the celebrated Maple Leaf Canned Codfish Flakes

Dried Fruit

Business is increasing, consequently the market is taking on more activity than for some time back. The usual Spring demand is developing which should be greatly increased this year on account of Fresh Apples being so scarce and high in price. Put before your trade a full range of Dried Fruits now, and be sure to place them where they can be easily seen, and you may feel assured of a splendid business for the next four months. The export demand to Europe has been incessant and for this reason stocks are quite depleted and not much chance of any lower prices—On the other hand there is every prospect of a big advance because our market after allowing for duty is three to five cents lower than California. We offer:

Santa Clara Prunes	50/60	50s	17½
Santa Clara Prunes	60/70	50s	16
Santa Clara Prunes	70/80	50s	14½
Santa Clara Prunes	80/90	50s	13½
Santa Clara Prunes	90/100	50s	11¾
Santa Clara Prunes	100/120	50s	9¾
25-lb. Boxes ¼ higher			
Standard Peeled Peaches		25s	18
Choice Peeled Peaches		25s	19
Extra Choice Peeled Peaches		25s	21
Dessert Peeled Peaches	5-lb. cartons		1 15
Choice Unpeeled Peaches		25s	19
Standard Apricots		25s	18½
Choice Apricots		25s	23½

SEND US AN ORDER

H. P. ECKARDT & CO

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CHURCH STREET & ESPLANADE TORONTO

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Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

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CLEANS & WHITENS WHITE KID, CALF, BUCK, NUBUCK, SUEDE & OOZE.
ALSO ALL KINDS OF WHITE LEATHER, GLAZED OR UNGLAZED.
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FOR CLEANING & RENEWING THE COLOR & POLISH OF
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WHITTEMORE'S GILT EDGE DRESSING FOR LADIES AND CHILDRENS BLACK SHOES
SOFTENS PRESERVES THE LEATHER RESTORES THE COLOR LUSTRE
"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED.
ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
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Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
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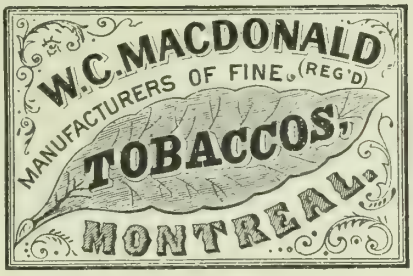
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste** Polish for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



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"BRITISH CONSOLS"	"PRINCE OF WALES"
"INGOTS" (Rough and Ready)	"NAPOLEON"
"BRIER"	"CROWN"
"INDEX"	"BLACK ROD" (Twist)

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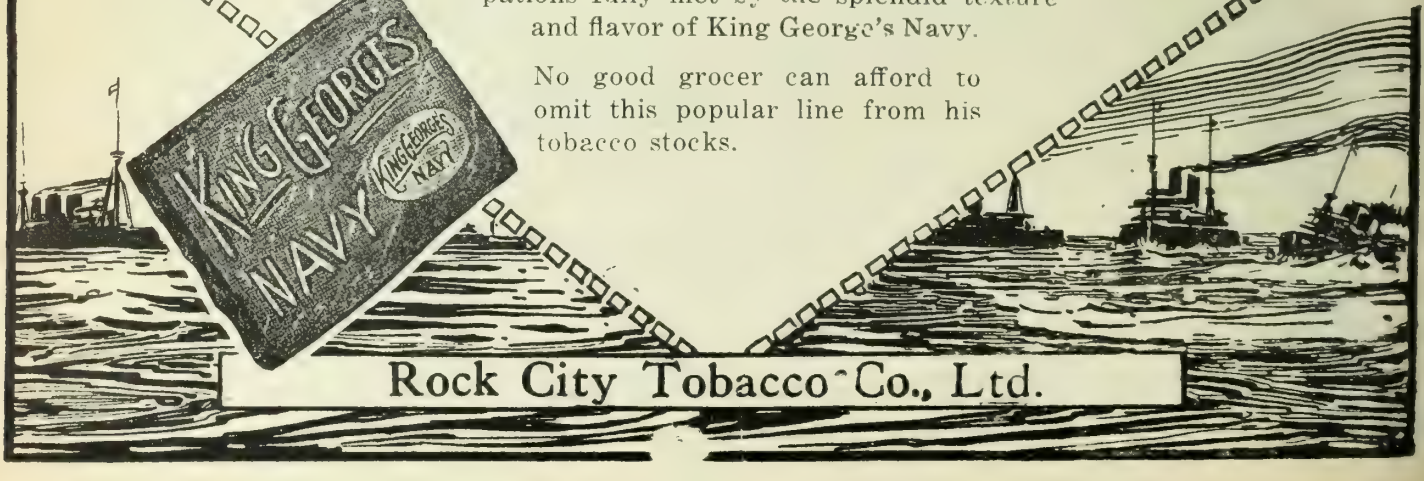
CHEWING TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



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Cream of Tartar Substitute
Bicarbonate of Soda
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on your shelves. After one trial your customers will be satisfied with none other. This line will prove the best for increasing your profits and laying a foundation for future business.

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The goodness of Royal Acadia Sugar never varies.

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Every Grain
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Sold in 2 and 5 lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

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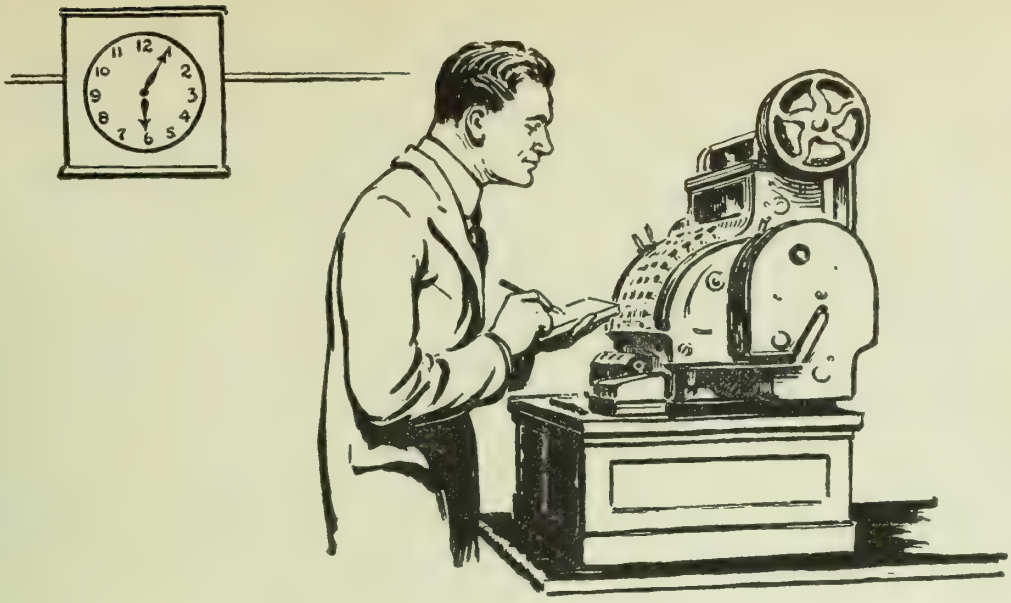

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Offices in all the principal cities of the world

"The Mysterious German Onions"

On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allied night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Colonel W. A. Bishop is on the cover.

Some of the outstanding articles and stories are:

The Transformation (a new serial)—By Frederic S. Isham.
A Canadian King-maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.
Fitting in the Returned Soldier—By George Pearson.
The Three Sapphires—By W. A. Fraser.
The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.
Fakers—and Others—By E. Ward Smith.
Lend Me Your Title—By Onoto Watanna.
A Shady Deal—By Archie P. McKishnie.
The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Controlling Booze in Britain
Is Czar Still Alive?
Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland
The Mysterious Sinn Fein Leader
Why Harrison Fought Lloyd George
Hun Spies Outwitted
Will Trotzky Hire Huns?
The Achievements of Allenby

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MARCH ISSUE *Now On Sale At All News Dealers*

20c PER COPY. $2.00 PER YEAR.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

A Ready-Made Market

Many hundreds of merchants handle McCormick's Biscuits, for many reasons.

Chief of these are:—

FIRST—They are made of the purest and best ingredients obtainable.

SECOND—They are made under the most hygienic conditions in a factory where sunshine and cleanliness reign.

THIRD—The merchant who stocks up with McCormick's Biscuits has a ready-made market awaiting him. They are among the most widely advertised products handled by the grocery trade. *People ask for McCormick's and look for the Trade Mark.*

THE McCORMICK MANUFACTURING COMPANY Limited
LONDON, CAN.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B. Port Arthur

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JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
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CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
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Lind Brokerage Co., Ltd., Toronto

You Can Supply

22 Different Colors from Black and Navy to Delicate Pink

With **Sunset Soap Dyes**

Thousands of dealers are finding these dyes steady profit producers and wonderful repeaters, because with them practically every customer can be satisfied. The wide range of colors includes Black, the ever-popular Navy Blue and U.S. Olive Drab, all of which are proving Big Sellers these days.

Sunset Soap Dyes are being extensively and truthfully advertised in high-class publications to help you do more business. These clean, brilliant home dyes will permanently color any fabric from a sheer waist to a heavy overcoat without staining hands or utensils.

Order a gross now, packed in an attractive sales-stimulating container. Put it on your counter and watch the quick turnover. Sunset, selling at 15c, gives you a very attractive profit, and it's a wonderful repeater.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

MOUNT VERNON, N.Y. TORONTO, CANADA

Sales Representatives for U.S. and Canada:

Harold F. Ritchie & Co., Inc.

New York Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$ 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts.. Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED. MONTREAL.

Compressed Corn Beef—½s, $2.90. 1s, $4.90; 2s, $9.25; 6s, $34.75.

Lunch Ham—1s, $7.40; 2s, $14.50.

Ready Lunch Beef—1s, $4.90; 2s, $9.

English Brawn—½s, $2.90; 1s. $4.90; 2s, $9.90.

Boneless Pig's Feet—½s, $2.90. 1s $4.95; 2s, $9.90.

Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.

Ready Lunch, Beef-Ham Loaf—½s. $2.45; 1s, $4.45.

Ready Lunch Beef Loaf—½s, $2.45. 1s, $4.45.

Ready Lunch Asst. Loaves—½s $2.50; 1s, $4.50.

Geneva Sausage—1s, $4.40; 2s, $9.40

Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.

Roast Mutton—$7.25; 2s, $14.50. square cans, $48.00.

Roast Mutton—1s, $7.25; 2s, $14.50; 6s, $48.

Boiled Beef—1s, $4.80; 2s, $9.25; 6s $34.75.

Jellied Veal—½s, $3.25; 1s, $4.80 2s, $9.25.

Cooked Trips—1s, $2.90; 2s, $4.90

Stewed Ox Tail—1s, $2.40; 2s, $4.40.

Stewed Kidney—1s, $4.40; 2s, $8.40

Mince Collops—½s, $1.90; 1s, $3.85 2s, $6.90.

Sausage Meat—1s, $3.90; 2s, $7.80.

Corn Beef Hash—½s, $1.90; 1s $3.90; 2s, $5.90.

Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.

Jellied Hocks—2s, $9.90; 6s, $30.00

Irish Stew—1s, $2.90; 2s, $5.80.

Cambridge Sausage—1s, $4.40; 2s. $8.40.

Boneless Chicken— ½s, $5.90; 1s. $9.00.

Boneless Turkey — ½s, $5.90; 1s $9.00.

Ox Tongue—½s, $3.90; 1s, $8.40 1½s, $13.40; 2s, $17.20; 3½s. $29.70; 6s, $45.

Lunch Tongue—½s, $3.90; 1s, $6.90; Beef Suet—1s, $6.40; 2s, $12.40.

Mince Meat (Tins)—1s, $2.90; 2s. $4.90; 5s, $12.90.

Mince Meat (Bulk)—5s. 19c; 10s. 18c; 25s, 17c; 50s, 16c.

Chateau Brand Pork and Beans with Tomato Sauce—Ind., $1.10 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s. $1.65, 2s, $2.40; 3s, $3.40.

Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s. $1.25; 1½s, $1.90; 2s, $2.30; 3s. talls, $3.35; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10 12s, $18.

Three good customer pleasers

Sell a housewife any of the Malcolm Milk Products and you can count on her coming back for further supplies.

Because the purity and the deliciousness of the Malcolm lines are such as will meet the expectations of your most critical customers.

Malcolm Milk Products are the equal in every respect of the imported lines. Why not sell them then for the good margin of profit they give you, as well as for the fact that in so doing you are building up a genuine Canadian industry.

The Malcolm Condensing Co., Ltd.

An All-Canadian Condensed Milk Company

ST. GEORGE - - - ONTARIO

On a busy Saturday night, which would you rather hand out — an explanation or Gold Dust?

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

VOL-PEEK

15 Cents

Mends Holes in Pots and Pans

60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, $2.25. **Vol-Peek** is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, **$38.50**
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, **$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Chili Sauce (red and gold label)—Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef ½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie—¼s, 75c; ½s $1.40.
Plum Pudding—½s, $2.40; 1s, $3.90.
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40.
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 85c.; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s. $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c, ½s, $1.40. Veal—¼s, 75c; ½s $1.40.
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 1s $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40:
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass) — ½s, $8.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter ¼s, $1.40; ½s, $1.90; 1s, $2.30; in pails, 5s, 29c. 12s, 27c; 24s, 26c; 26c, 28c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 80
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 3-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	.09¾
200-lb. bbls., No. 1 white	.09¾
30 lbs., Edwarsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¾
100 lbs., kegs, Silver Gloss, large crystals	.10¾
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11¼
40 lbs. Canada Pure or Challenge Corn	.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	**.20**
(20-lb boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 38½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.30

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz
Robinson's Patent Barley—1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.35
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 00
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	**1 50**
Forest and Stream, 1-lb. glass humidors	**1 75**
Master Workman, bars, 7s 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	**1 50**
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	6 95

Cash In On This Advertising

YET another big National Advertising Campaign has been prepared to create an even bigger demand for the only genuine original

Kellogg's

TOASTED

CORN FLAKES

PACKED IN THE ORIGINAL RED, WHITE and GREEN PACKAGE.

Every merchant should therefore get ready to cash in on this advertising—which consists of special colored work in a number of Canada's best magazines and a wide variety of daily and weekly papers throughout the country.

IMPORTANT: Kellogg's Toasted Corn Flakes are only made in Canada by

The Battle Creek Toasted Corn Flake Co., Ltd.

Head Office and Plant: LONDON, ONT.

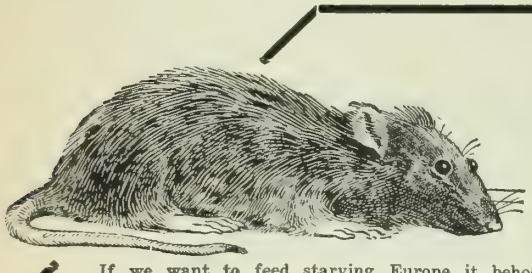
ORDER YOUR CANNING BOX SHOOKS REQUIREMENTS FOR 1919 NOW AND ENSURE GOOD DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

AGENTS:
Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 75
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 25
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 21
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 65
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in boxe, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

FISH

Be ready for the increased demand during Lent. We offer:

Fresh Frozen Halibut
Red Springs Cohoe and Qualla Salmon
Steak and Medium Cod
Haddock and Pollock
Lake Superior and Sea Herrings
Labrador Salt Herrings
Finnan Haddie

Get our prices. We can save you money.

DUNCAN'S LIMITED

NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

New Arrivals

Florida Tomatoes

6 Basket Carriers

California Cauliflower
California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit
Stripes Brand
Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans FOOD PRODUCTS Watford

189

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.

The Soap for all-round service

Get your customers once thoroughly acquainted with the sterling merits of WONDERFUL SOAP and the repeat sales are assured. For Wonderful Soap gives a service, an all-round satisfaction-giving service, that is positively unexcelled by any other.

Guelph Soap Co.

Guelph, Ont.

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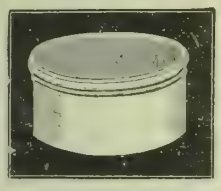
BUYERS' MARKET GUIDE
Latest Editorial Market News

Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

All these ads will have position on a live page each week containing reading matter.

BUYERS' DIRECTORY

U.S. Government Buys Beans

Reports from the United States indicate that the Government there has bought 350 cars of pea beans in Michigan at $9.25, and 150 cars in California at $8.50, and this has had a bullish tendency on the markets there. Another report is to the effect that the United States Government has purchased 80 per cent. of the dry bean crop in the States and are making inquiries for beans here in Canada. It may so happen that business will develop which will clean up the heavy accumulation of supplies now in Canada and this would be a desirable thing.

* * *

Refined Sugar Being Exported

Advices have reached CANADIAN GROCER that there is some export business being done in refined sugar from Canada, and refiners are hopeful this will continue. Supplies of raws are coming through in good style and, with a good export trade, Canada's production should be maintained at a high level.

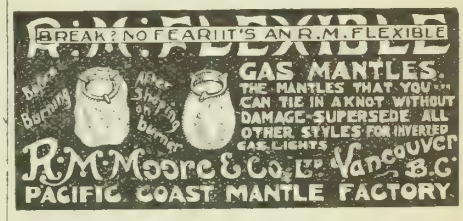
COCOANUT
For immediate or future deliveries.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity, our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your
BUTTER, EGGS, POULTRY
Etc.
We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal
Phones :
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—GOOD CASH REGISTER; ALSO two show cases or silent salesmen. Deloro Trading Co., Ltd., Deloro, Ont.

A LARGE PACKING HOUSE REQUIRES THE services of a real, live progressive salesman 23 to 28 years old for country territories. Good opportunity for one who has initiative and selling ability. Reply in own handwriting, stating age, experience, salary expected and personal description. Box 500, Canadian Grocer.

WANTED—SECOND-HAND SILENT SALESman. Not more than 4 ft. long and 34 in. high. Hopkins, Mark Co., Ltd., Kinmount, Ont.

REFRIGERATOR SUITABLE FOR MEAT AND butter, in store. Size about 60" and 28" and 6' high. Must be in good repair. F. W. Holt. Torrance, Ont.

FOR SALE

FOR SALE—1 TOLEDO SCALE, 1 OZ. TO 30 lbs., new computing; 1 Dayton scale, computing, 12 lbs.; 1 Dayton meat cutter; 1 Eureka refrigerator, 8 ft. high, 4 ft. wide, 30 inches deep. Box 107, Burlington, Ont.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock $9,000.00, but will be reduced to suit purchaser. Turnover $28,000.00. $2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MEAT BUSINESS, ANNUAL TURNOVER $1,300. Clear title. $1,000 will handle it. No opposition. Good town and country trade. Good reason for selling. Apply Box 402, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver-iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

MERCHANTS' STATIONERY

150 EACH — LETTERHEADS, ENVELOPES. Statements and Shipping Tags—postpaid anywhere in Ontario, $5.00. Other provinces, $5.25 The Farmer's Printery, Beaverton, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

EXERIENCED LADY DESIRES POSITION IN Village General Store. Apply Box 508, Canadian Grocer, Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SUPPLIES, LIMITED, KENTVILLE, N.S., Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

THE "WANT" AD.

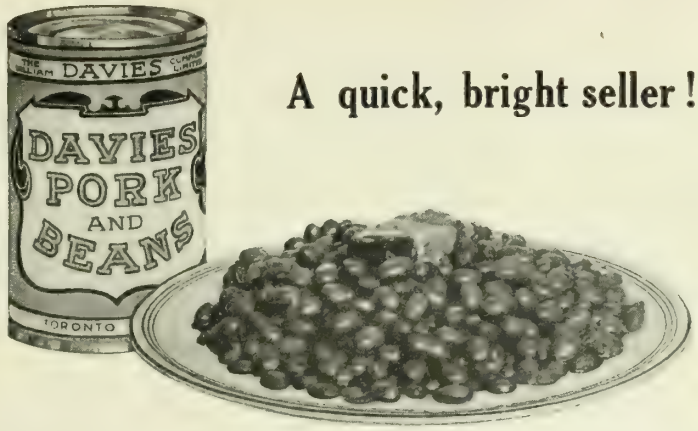
The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



A quick, bright seller!

A healthful food product—representing the best form of nourishment—at low cost

EVERYBODY who has tasted *Davies Pork and Beans* says: "Fine! Couldn't be nicer!"

And no wonder. These beans are all hand sorted; and finer, sounder, firmer beans you couldn't wish for. Carefully cooked and accompanied by a tasty piece of choice pork they're simply *delicious!*

We put them up in attractively labelled tins in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz.) and in addition to being steady, "all-the-time" sellers they lend themselves admirably to effective window and counter display.

Order a few cases and watch your sales grow bigger! We sell them plain or with Tomato Sauce (put up in 2 doz. to the case).

Let our Traveller take your order—or send us a postal card.

Sold in 1's (11 oz.), 1½'s (16 oz.) and 2's (20 oz.) Tins
PLAIN AND WITH TOMATO SAUCE

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

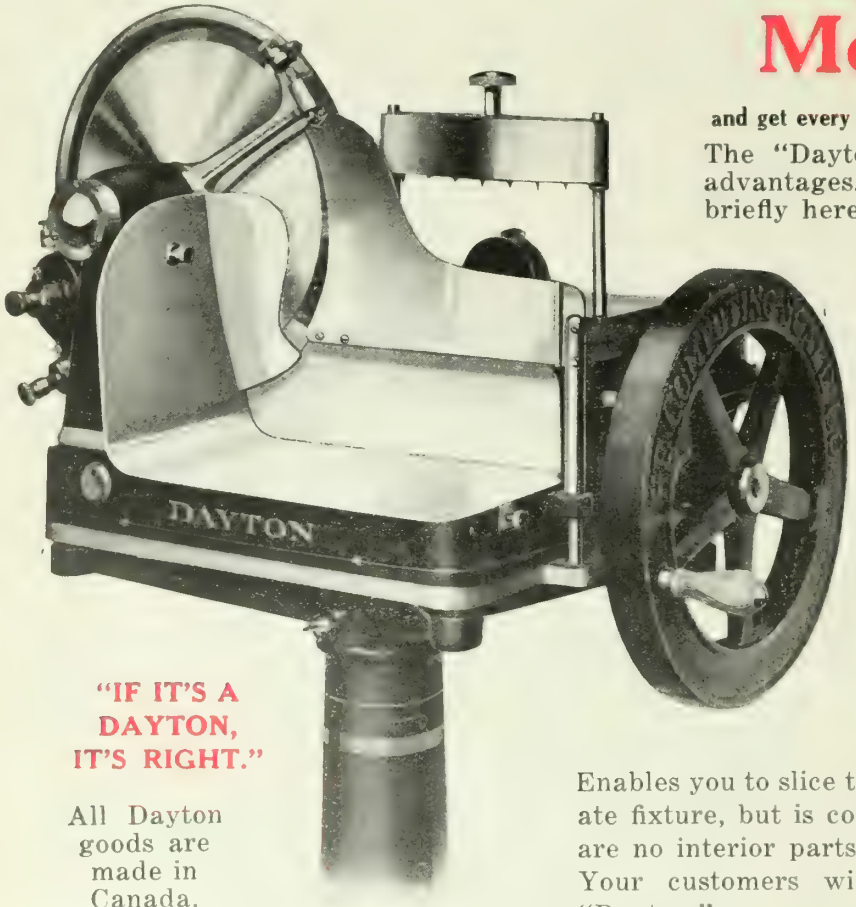
BRANCHES AT MONTREAL AND HAMILTON

Canada Food Board Packer's License No. 13-50

It slices to the last shred!

There's where your own personal profit lies, Mr. Grocer, in that piece at the end of the ham. The profits on the rest of the ham go to the landlord—for your clerks' wages—for other expenses. Did you ever stop to think of that? Slice every shred of the meat—and sell it—you can do it, or your greenest clerk can do it neatly and "to the Queen's taste" with a

Dayton Silent Meat Slicer



and get every cent of the profit that is coming to you.

The "Dayton" gives you many exclusive advantages. We can mention them only briefly here: (1) Swinging Safety Gauge; (2) Removable Sanitary Opalite Receiving Pan; (3) Dayton Special Meat Guide; (4) S. K. S. Special Ball-Bearings; (5) Removable Knife Shield; (6) Double Automatic Grinder Sharpening Device; (7) Extra Heavy Power Wheel (40 lbs.); (8) Damascus Steel Blade (10½ lbs.); (9) Swivel Pedestal; (10) Removable Brass Scrap Pan.

"IF IT'S A DAYTON, IT'S RIGHT."

All Dayton goods are made in Canada.

The End Holder Is New and Good

Enables you to slice to the last shred. Is not a separate fixture, but is complete with the clamp. There are no interior parts to become clogged with meat. Your customers will like being served from a "Dayton."

OUR LATEST CATALOGUE DESCRIBING THIS SPLENDID MONEY SAVING APPLIANCE AND MANY OTHERS IN THE BIG DAYTON FAMILY IS YOURS FOR THE ASKING. WRITE FOR IT TODAY.

DAYTON COMPUTING SCALES

Royce and Campbell Aves., Toronto

Frank E. Mutton,
Vice-Pres. and General Manager

Division International Business Machines Company, Limited

Also makers of International Time Recorders and Hollerith Electric Tabulators.

In This Issue—HOW RETAILERS SELL BACON

CANADIAN GROCER

Published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, MARCH 14, 1919 No. 11

For House-cleaning Time For All the Time

EDDY'S INDURATED FIBREWARE

With the approach of the Spring Clean-up you are probably at this moment estimating your customers' wants, and as a matter of mutual interest

Eddy's Indurated Fibreware

should occupy a prominent place in both your Window and Store display, for through the educational campaign now being waged by us the buying public are daily becoming more familiar with our Merchandise and more insistent that they secure it.

If larger profits and an increased volume of business interest you, you'll surely feature

Eddy's Indurated Fibreware

WASHBOARDS	FLOWER POTS	STABLE PAILS
WATER PAILS	WASHTUBS	FIRE PAILS
HALF SIZE PAILS	SMALL SIZE WASHTUBS	CUSPIDORS, ETC.
MILK PAILS		

You can safely guarantee Eddy Products because Eddy guarantees them to you.

The E. B. Eddy Company, Limited

Mammoth Works at Hull - Que.

EDDY

ESTABLISHED A.D. 1851.

COWAN'S COCOA

Cowan's Cocoa and Chocolate are made from the finest selected Cocoa Beans.

The upper illustration is of natives gathering Cocoa pods, a cluster of which is shown in the insert. The lower picture shows the beans after they have been dried and are ready for putting in bags for shipment.

Made in Canada.

Borden's

MILK PRODUCTS LEAD IN QUALITY

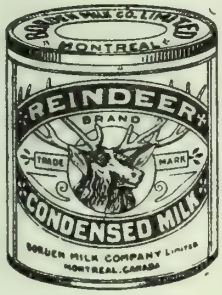
The Name That Counts

To the question, "What's in a name?" one can truthfully answer that, as far as Milk Products are concerned, there's quite a bit in the name **Borden's.**

Three generations ago it was recognized as a symbol of all that was desirable in Condensed Milk Products, and each passing year serves but to enhance the popularity of the name Borden's with lovers of good quality everywhere.

Know the selling appeal of the name Borden's by displaying your stocks of these Milk Products regularly.

Borden's



Borden Milk Company, Limited

"Leaders of Quality"

MONTREAL & VANCOUVER

Borden's

Borden's

Borden's

Borden's

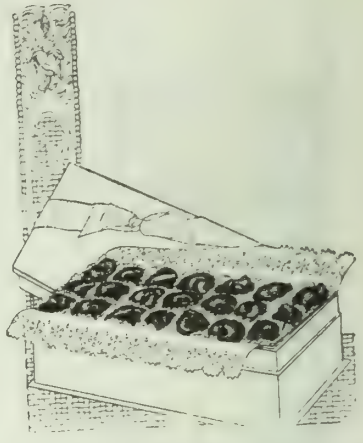
Cash In on the Demand for Good Candy

In a corner of your show case put a few boxes of our well known brands of Chocolates such as

"Peerless," "Elgin" and "Nobility"

and get your share of the ever present call for good, well flavored, wholesome candy.

We also carry an extensive range of bulk lines.



Nobility Chocolates, Limited
ST. THOMAS, ONT.

Distributors:

Maclure & Langley, Limited
MONTREAL TORONTO WINNIPEG

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Canada Food Board License No. 14-12

PORK & BEANS

During the present transition period, Mr. Grocer, it is important that you should buy "Best Sellers" and not load up with dead stock. If you are in the market for Pork and Beans

CLARK'S

are undoubtedly your best buy. They have long years of reputation behind them, the name which guarantees the quality and the publicity which helps your sales.

DON'T HESITATE. **CLARK'S ALWAYS SELL.**

W. Clark, Limited **MONTREAL**

CANADA FOOD BOARD
License No. 14-216

TELEPHONES
WESTMOUNT 3566-3567-3568

THE MARVEL BAKERY WHERE

Dent Harrison

KEEPS THE QUALITY UP

CORNER OF PRINCE ALBERT & SOMERVILLE AVES

WESTMOUNT, P.Q.

MR. GROCER

Are You Handling Bread?

Then you should be selling your customers the finest bread that is baked.

DENT HARRISON'S BREAD
is known for its quality

We have the equipment, the experience, the expert bakers and the reputation that

"We Keep the Quality Up"

There is no reason now why you should not be selling your customers just as good bread as the city grocer. You will be surprised how they will appreciate it.

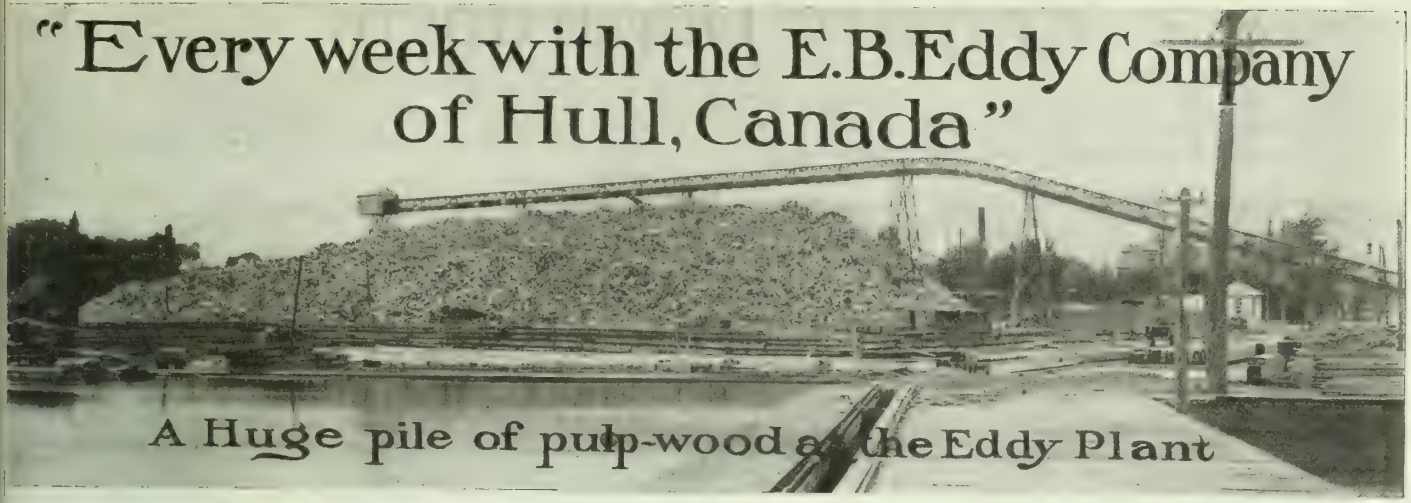
Send Us a Trial Order

The bread is packed neatly in cartons of two, three and four dozen sizes. Fruit cake in cartons of sixteen pounds, and mother's cakes in one dozen lots shipped anywhere in the province.

Write, Phone or Wire for Quotations.

DENT HARRISON
WESTMOUNT, P.Q.

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

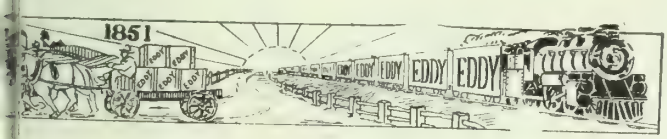
tory for Week Dated March 14, 1919 **Being No. 25 in the Series**

ULPHITE PULP THE PURE BASIS OF MANY EDDY COMPANY PAPERS

THERE are two processes for making wood-pulp, as you know. The process you read of in the last two articles in this series was the echanical process by grinders. There is also the lphite process, which is a gigantic "cooking" peration, turning out the purest possible pulp in immense quantities. During the process the wood bre becomes delicately clean and white as a ow-drift. It looks good enough to eat. Out of is pure substance Eddy papers are made. The petizing cleanliness of Eddy Co. paper bags for lding foodstuffs, the perfection of purity in Eddy Co. tissue papers for all purposes can be aranteed to the customer in every case.

the case of the mechanical process the logs wn to short lengths, barked clean and white, go ect to the grinders. In the Sulphite process the gs, after being sawn to length and barked, go rough more elaborate preliminary treatment. ey have to meet the revolving knives of the werful Chippers, which reduce them to frag-nts, just like the chips around a chopping ck. But these chips must all be about the same e, and not too big.

e chippers work tremendously fast. They will p 150 cords of wood in ten hours. From their sy knives the chips are hurried through hoppers the crushers, which free them from over-large ps and sawdust. The sawdust goes to the fur-es. Passing through large revolving tubular eens, the chips are shaken up and winnowed of clumsily shaped or over-large pieces which ain, and thus they are prepared for the Diges-s, in which they are "Cooked." All unsuitable ps eliminated by the screens are returned to machines for rechipping. There is no waste t can be prevented about the Eddy Company nt.



Some of EDDY'S Many Kinds of

Toilet Papers

DIAMOND
STANDARD
HOTEL
COTTAGE
PLAIN ROLL
FACTORY
OVAL KING
IMPERIAL
ROYAL
CRESCENT OVAL
VELVET
SILVER BRAND
REGAL
FAMILY
BIGLOT
MOUNT ROYAL
MAMMOTH
NILE
CHAUDIERE
PILOT OVAL
ORIENT
NAVY
DREADNOUGHT
PRAIRIE QUEEN
GREAT WEST
MANITOBA OVAL
ALBERTA OVAL
SASKATCHEWAN OVAL
SENTRY
ADMIRAL
YORK
CZAR OVAL

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

RUBBER STAMPS

Please advise where I can buy rubber stamps for the alphabet and numbers. Want them larger than the stamps sold locally in the stores.—W. Pedder, Regina, Sask.

Answer—E. C. Vance & Co., 3 Manning Arcade Annex, Toronto.

LEATHER GOODS AND MOUTH ORGANS

Please give me information regarding firms handling leather goods (purses) and mouth organs in British Columbia?—W. T. Wickham, Robson, B.C.

Answer—J. F. Burns (leather goods), Vancouver, B.C.; Imperial Trunk & Leather Goods, Vancouver, B.C. Mouth Organs—W. F. Evans, Vancouver, B.C.

NO STAMPS ON LIFEBUOY SOAP

Kindly advise me if it is necessary to put a war stamp on Lifebuoy Soap, when selling same?—John A. McLean, Wyoming, Ont.

Answer—No.

BUYERS OF MAPLE SYRUP

Kindly advise us through your columns of names of firms who are buyers of maple sugars?—Dominion Paper Co., Kingsey Falls, Que.

Answer—Bowes Co., Toronto; Gunn, Langlois & Co., St. Paul St., Montreal; Whyte & Co., William St., Montreal; A. Vaillancourt, Montreal.

CORRUGATED BOXES

Can you tell us where we can buy corrugated cardboard boxes?—Wenger Milling Co., Ayton, Ont.

Answer—Thompson-Norris Co., Niagara Falls, Ont.; Corrugated Paper Box Co., Geary Ave., Toronto, Ont.; Hinde & Dauch Paper Co. of Canada, Ltd., 43 Hanna Ave., Toronto, Ont.; Dominion Paper Box Co., Ltd., 469 King Street West, Toronto, Ont.; Fibre Boxes Limited, 60 Bathurst Street, Toronto, Ont.; Martin Corrugated Paper & Box Co., 353 Pape Ave., Toronto, Ont.; Adams Cellboard Co., 5 Defries Street, Toronto, Ont.

HAND-TURNED COFFEE ROASTERS

Could you kindly give me the names of several firms manufacturing hand-turned coffee roasters?—Robt. Benson, 112 Queenston St., St. Catharines, Ont.

Answer—Huntley Mfg. Co., Silver Creek, N.Y.; Lambert Machine Co., Marshall, Michigan; Jabez Burns, Mfrs. of Coffee Roasters, New York, N.Y.

MONTREAL WHOLESALE GROCERY FIRMS

Kindly give us the names of some Montreal wholesale grocery firms?—W. S. Fairweather, Sussex, N.B.

Answer—The following are some of the more important Montreal wholesale grocery firms: Laporte, Martin, Ltd., St. Paul St., Montreal, Que.; Hudon, Herbert, 18 De Bresoles St., Montreal, Que.; L. Chaput, Fils & Cie, 2-15 De Bresoles St., Montreal, Que.; Patenaude-Carignan Ltd., 107-111 Commissioner St., Montreal, Que.; Mathewson Bros., McGill St., Montreal, Que.

A PORTABLE IRON GARAGE

Kindly advise us where we can get galvanized iron garage (transportable)?—Blue Bros. & Co., Eustis, Que.

Answer—Pedlar People, Oshawa, Ont.; Metal Shingle & Siding Co., Preston, Ont.

MANUFACTURERS OF DILL PICKLES

Can you kindly tell me who are the manufacturers of Dill pickles put up in casks?—Mason & Dean, Sydney, N.S.

Answer—H. J. Heinz & Co., 7 Church St., Toronto, Ont. Agent—John Tobin, Halifax, N.S. T. A. Lytle & Co., 128 Sterling Road, Toronto, Ont.

PASTRY DEALERS IN MONTREAL

Please advise me of the names of pastry dealers in Montreal?—H. J. Varin, St. Jacques, Que.

Answer—Dent, Harrison, Westmount, Que.; Standard Confectionery; L. Martineau & Cie; J. H. McKeown, Jas. Strachan, all of Montreal.

DEALERS IN BAKERS' SUPPLIES

Could you give the names of firms selling bakers' supplies, comprising ovens, pans, mixers, etc.?—J. A. Lacroix, Cochrane, Ont.

Answer—Fletcher Manufacturing Co., 41 Hayter Street, Toronto, Ont.; Brantford Oven & Rack Co., Brantford, Ont.

ABOUT HONEY

Is it necessary for me to put my name on honey that I am putting up in glass jars? I have a guarantee from the man who sold me the honey that it is pure.—Robt. W. Aje, Toronto.

Answer—We know of no regulation requiring you to put your name on the honey you are putting in jars. You must, of course, stand sponsor for it being pure if you are the vendor. See item regarding the standard for honey in CANADIAN GROCER issue of January 31st. The guarantee you have from the producer would release you from responsibility, if you have any way of proving that the honey in the jars you are filling is the same as that to which the guarantee applies.

BROOM CORN

Please give us the names of some handlers of raw broom corn.———, Tillsonburg, Ont.

Answer—The American Warehouse Co., Wichita, Kansas; Boggs Broom Corn Co., 1206 North Main St., St. Louis, Mo.; J. P. Gross & Co., 162 East Kenzie St., Chicago; Kavanagh Bros. & Co., 1234 West Kenzie St., Chicago, Ill.; S. Lands & Co., 162 East Kenzie St., Chicago.

HAY AND GRAIN HANDLERS

Please give us the names of firms and jobbers dealing in hay and oats.—Superior Grocers, Sault Ste. Marie.

Answer—G. T. Harrington, R. S. Muir, John Moffat, all of Toronto, for hay. Robert Hay Co., J. C. McKeggie & Co. and Canada Grain Co., of Toronto, for grain.

TYPE, INK AND ROLLERS

From what Canadian firms may I obtain type and supplies for a small job press and get ink rollers for cash?—H. J. Parnell, Newbury, Ont.

Answer—The Toronto Type Foundry Co., Toronto, Montreal and Winnipeg, can supply your requirements.

MANUFACTURERS OF FANCY CHOCOLATES

We would like to communicate with a good firm manufacturing a high grade of chocolates put up in fancy boxes. Also the name of a firm manufacturing marshmallow cream put up in small tins.—M. & L., Lake Megantic, Que.

Answer—Names of firms have been forwarded.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

Chocolate Decorated EASTER EGGS

Buy them now

We have all sizes to retail at 5c., 10c., 20c., 25c., 75c., $1.25, $2.00 and $3.00

Also some good novelties in feather and cotton chicks, etc. Do not wait. Order while we have a good selection.

Lauder's Fine Chocolates—Cent Goods.

Chas. Lauder Co.

95 and 97 Ontario St. **Toronto**

VOL-PEEK

FIRST AID IN THE KITCHEN—

IN EVERY HOUSEHOLD

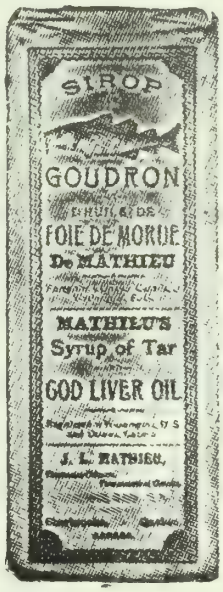
Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Co.)



The Mathieu Lines Are Always In Demand

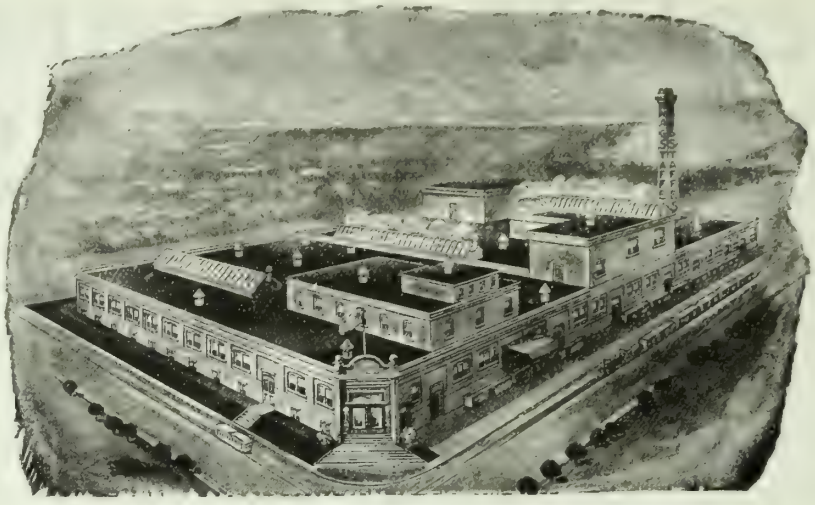
Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.

J. L. Mathieu Co.,

Proprietors

SHERBROOKE : ; QUEBEC

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

EUREKA

The Standard of Scientific Refrigeration

SIMPLE!
EFFICIENT!
SAVES ICE!

Eureka Principle Cold Dry Air Circulation

Patented 1886, 1900, 1910, 1914, 1917

Purchase **Now,** we do not want to disappoint you on delivery.

Write for our new Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

Give Your Customers Real Value---

the real, sound, confidence - compelling value so apparent in BABBITT'S CLEANSER.

Babbitt's will never collect dust on your shelves. It's a quick mover. Every sale is a repeat-maker and gives you an excellent profit.

Try a Babbitt display in your window or on your sales counter.

Canadian Selling Representatives:

WM. H. DUNN, LIMITED
MONTREAL

Ontario Agents:

DUNN-HORTOP, LIMITED
TORONTO

Safety

Sanitation

Simplicity

The Essence of Successful Preserving
Fruit Jars with those Essentials Guaranteed

CROWN

Screw Top

Easy to Operate

The Rubber Ring Seals the Jar

EPRFECT SEAL

Lightning Fastener

Reliable

Extra Quality Rubber Ring in Each Jar

GEM

Screw Top

Lessen labor—Buy good jars—Ensure Success—Procure your supplies NOW through the jobbers.

Dominion Glass Company, Limited, Toronto, Hamilton, Montreal, Wallaceburg, Redcliff

Wm. BRAID and CO.

Exporters and Importers

Vancouver Canada

We have in stock two thousand (2,000) chests of Choice Broken Orange Pekoe Java Teas, to sell at prices that will command the attention of the Trade. The quality is of a superior grade—grown in the hill-gardens of Java—from carefully selected India Seed. These Teas are the season's choicest pickings. In fact, the quality will command your approval as well as the attractive prices. We have facilities for repacking in 3, 5, 10, 25 and 50-pound boxes for the Jobbing Trade. Owing to the limited quantity we would suggest that you send for samples and prices at once.

Bankers
Canadian Bank of Commerce

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers, Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Williams Storage Company, Winnipeg
also Winnipeg Warehousing Company
LARGEST STORAGE, DISTRIBUTING AND FORWARDING HOUSE IN WESTERN CANADA
Track Facilities Steam Heating Total Storage Space 96,000 square ft. Bonded or Free Storage

Watson & Truesdale, Winnipeg
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
Wholesale Grocery Brokers and Manufacturers' Agents

Trackage
Storage
Distribution

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6 450

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

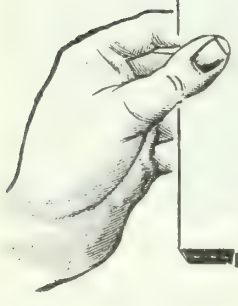
STORAGE DISTRIBUTING FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*



This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

Let us show you how.

We are agents for Christie's Biscuits and Robertson's Confectionery.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., E., Winnipeg

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WESTERN CANADA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

The McLay Brokerage Company
Wholesale Commission Merchants and Brokers
Manufacturers of foodstuffs who want distribution in Western Canada will secure excellent results by placing their products in our hands.
507 Confederation Life Building, WINNIPEG

Have you read page 68? It will interest you.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
1206 McArthur Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS
Will you cater for those in your town?
Ask your jobber for them or write for samples and prices to
SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England.

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

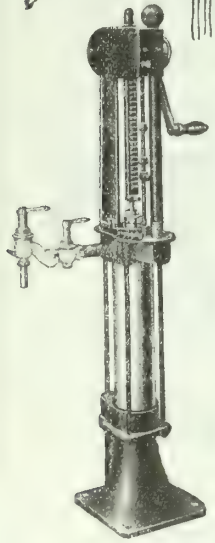
MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
Foy Bldg., 32 Front Street
TORONTO - - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

BOWSER ESTABLISHED 1885 — **GIVE A LIFETIME OF SERVICE** — **SYSTEMS** THE STANDARD ALWAYS

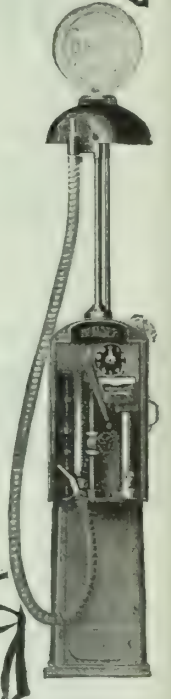


BOWSER outfits have been perfected through our thirty-four years' experience in designing and building Oil Storage Equipment of all kinds for grocery and general stores. Many BOWSER outfits have been in use over twenty-five years and are still giving accurate measure and complete satisfaction.

There is a BOWSER ESTABLISHED 1885 Outfit for You

Think what it would mean to you to install such equipment. Remember a BOWSER outfit will handle your oil business with absolute accuracy—safety from fire and explosion—give you a clean store—pleased customers, all of which means continued increased profits for you.

We will be glad to give you complete information upon request.



S. F. Bowser & Co., Inc., 66-68 Frazer Ave., TORONTO, ONT.
Sales Offices In All Centers — Representatives Everywhere

Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236 7 8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker, Flour, Feed, Provisions
84 Peter Street, Quebec
am buyer of Peas, Beans and all kinds of Feeds and Grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

Genest - Genest, Limited
Grocers' Specialties
If you want good, live representation by experienced salesmen, write us.
Best references can be furnished on demand.
Board of Trade Bldg., - Montreal

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

ATLANTIC MILLING CO., Limited
PICTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.
Mdse. Brokers, Man'f's Agents
Liberal Advances Made on Consignments
18 Germain St., St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
185 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

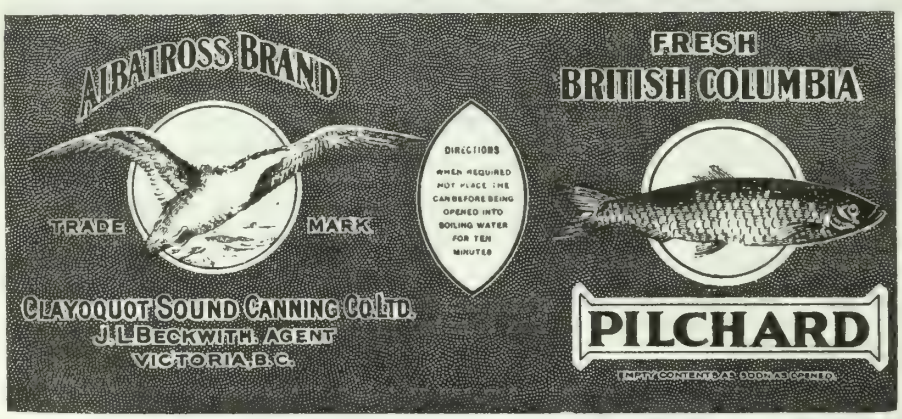
The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious **Sea Food** and with the prevailing big **demand** for fish dealers will find **Albatross Brand Pilchards** a quick-mover **and a good** money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's **KIPPERED HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

ORIENTAL PRODUCTS

Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Ginger, etc.

Our quotations are very attractive.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER, B.C.

Head Office at Exchange Chambers, St. Mary Axe., London, E.C., England

Branches at

Hong Kong, Shanghai, Foochow, and Hankow, China. Yokohama, Kobe and Tokio, Japan, Colombo, Ceylon. New York, N.Y., U.S.A. Seattle and Tacoma, Wash., U.S.A. Portland, Ore., U.S.A. San Francisco, Cal., U.S.A. Victoria, B.C., Canada. Antwerp, Belgium.

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Salmon Commandeered

Packed in 1 lb. Talls and 1-2 lb. Flats Sold by Your Jobber.

SNOW CAP BRAND PILCHARDS are more delicious than SOCKEYE and are less than half the price. For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

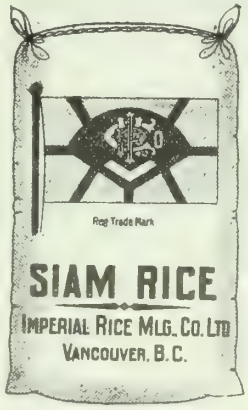
"Snow Cap" is Hand Packed by

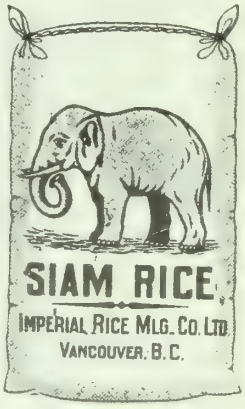
The Nootka Packing Co., Ltd.

NOOTKA, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Canadian and American Goods

Wanted for the

British Market

PRODUCERS and exporters of American Food Products will find it to their interest to correspond with us. We wish to open accounts for lines of goods selling through the Grocery Trade. American producers and exporters visiting England should call on us in London or Liverpool.

Cable Address, "Grecian, London."
Reference: London County Westminster and Parr's Bank.

E. W. GARNHAM LTD.

LONDON
9
Mincing Lane

LIVERPOOL
13 & 15 Union Court
Castle Street

For Increasing Daily Sales

What you are looking for is a line of products to feature in your store that can be depended upon to bring ever-increasing daily sales. The experience of thousands of grocers in the great Northwest has proven No-Vary Quality Groceries to be such a trade-building line.
Fill your shelves with a complete range of No-Vary "Always Good" Pure Food Products and increase your profit steadily. Place your business on the most secure foundation of all—genuine consumer satisfaction.

NO-VARY QUALITY GROCERIES

"If It's No-Vary It's Always Good"

No-Vary Quality Foods are producing fresh evidence of their unequalled selling value every day. Supreme quality, real honest money's worth, and delicious, satisfying flavor has made No-Vary groceries the choice of discerning housewives wherever introduced.

Read over the list below of Wholesale Jobbers in Western Canada who handle No-Vary Quality Groceries: ask the one nearest your store about this quick-selling line.

Brandon Grocery Co., Ltd., Brandon, Man.
Camrose Grocery Co., Ltd., Camrose, Alta.
Medicine Hat Grocery Co., Ltd., Medicine Hat, Alta.
Moose Grocery Co., Ltd., Moose Jaw, Sask.
MacLean Grocery Co., Ltd., Regina, Sask.
Red Deer Grocery Co., Ltd., Red Deer, Alta.
Swift Current Grocery Co., Ltd., Swift Current, Sask.
Simington Co., Ltd., Calgary, Alta.
Weyburn Grocery Co., Ltd., Weyburn, Sask.

No-Vary Products Co., Ltd., Winnipeg

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"
"Brier"
"Index"

Trade Mark Registered

Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)

Trade Mark Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

MONTREAL, P. Q.

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

"My Right Hand in the Home" — the Aluminum Cleanser.

FRICTION is sometimes better than suds. Where soap fails, American Steel Wool begins.

Cleans aluminum, Pyrex, copper, glass, crockery enamel and other cooking utensils.

Saves the hands. No gloves are necessary as the fine steel strands are wooled to a soft mass.

The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**

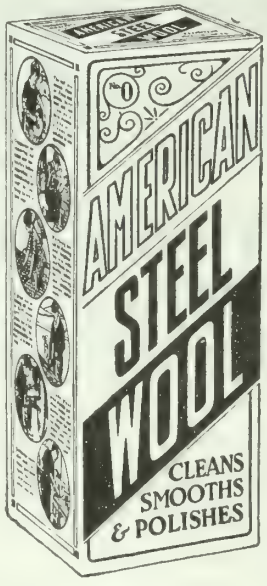
Six grades and each for a special use: Numbers 00, 0, 1, 2, 3, 4.

Grade No. 0 is the ALUMINUM Cleanser.

Goods packed in a counter display container. One dozen in each.

You will make a profitable investment when you stock this line.

Have your wholesale grocer supply your requirements.



W. J. CHAMBERS & Co.

Sole Agents, 43 Scott St., Toronto

The Baking Soda the housewife prefers

It's good-bye to the paper bag way of packaging soda when the housewife and grocer co-operate for their mutual good. Cow Brand Soda neatly packaged is handy for the grocer, convenient for the housewife and keeps the soda pure, clean and of full strength.

Church & Dwight, Limited

MONTREAL

$500.00 FIRST PRIZE

Read About the Liquid Veneer Cow Contest!

Mr. Dealer, you can enter this contest as well as your customers. We will give **50 Cash Prizes,** ranging from $500 down to $1.00 and **every** contestant will receive a beautiful colored picture of Segis Fayne Johanna, the $150,000 Liquid Veneer Cow, free of charge. All this advertising about this contest is bound to increase your sales of

LIQUID VENEER

This contest **lasts** until June 1, 1919, and has to do with the Liquid Veneer Cow. Everybody wants to know what the cow has to do with Liquid Veneer. If you will display in your window the free and unusually attractive advertising matter we will furnish you, hundreds of people will flock into your store to learn about this contest and obtain a copy of the rules, a quantity of which we will furnish, without charge.

Remember, Liquid Veneer pays you well over 65% profit on your investment and it is as good as gold, as staple as sugar. You can't go wrong. It is bound to sell, and SELL BIGGER than ever this Spring.

Drop us a line and get all the particulars. Enter the contest yourself. You simply can't afford to pass this up this Spring.

Buffalo Specialty Co.

Buffalo, N.Y. **Bridgeburg, Ont.**

The Big Equation

Service + Quality = Growing Trade + Satisfied Customers

We have proved the correctness of this during our many years in business. It always works out with us, and it will with you.

Only when you BUY SERVICE and QUALITY can you SELL Service and Quality. You cannot reap what you do not sow.

SERVICE

In the fruit business, this word means a great deal. What a great thing it is to have a wholesaler who can deliver on time, who can ship if need be fifteen minutes after an order is received. Wholesalers who you know will do what they say, wholesalers who have had over fifty years' buying experience—who are always on the job with one purpose—to give service to their customers. This service you get when you buy from

THE FIRM FOR SERVICE

QUALITY

How far quality goes in developing trade, in giving satisfaction. Have you ever noticed how hard it is to sell cheap or inferior goods? People don't want them at any price. Even after you have sold them there is always a "kick," a dissatisfied customer. How much better it is to buy the best, even if you have to pay a little extra for the quality that is bound to give satisfaction? Good stuff will sell itself, will give you fewer losses and better profits. Buy only the best from

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

Losing Trade to Pedlars?

YOU know some of your customers buy their tea from the pedlar. Perhaps if you made a list you would be surprised to find out how much tea trade you are losing.

You might see it would be worth making a strong effort to regain this trade.

Red Rose will help you. It is a tea that the pedlar does not sell and cannot match.

Your bulk tea and the pedlar's bulk tea look the same to the housewife.

But Red Rose is different. It is a "distinctive" tea—blended by experts — trade-marked — packaged — advertised.

Red Rose will win and hold trade for you.

T. H. ESTABROOKS CO., LIMITED

ST. JOHN MONTREAL TORONTO WINNIPEG CALGARY

Do you row up-stream when you can just as readily row down-stream?

Are you looking for attractive shelf packages, or is the cash in the till what you are watching first?

QUAKER OATS and TILLSON'S OATS in your store are as good as cash any time—they sell themselves.

The sale of package goods is increasing every year, every week, yes, every day, and properly so.

Package oats require no weighing, tying, wrapping—save time and money in handling—no loss by shrinkage or mice.

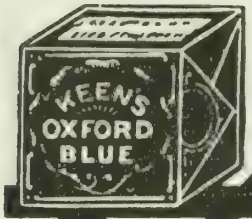
Push Quaker Oats and Tillson's Oats — need no talking to sell — yield a reasonable, assured profit and a quick turn-over.

Row down-stream, not up-stream.

The Quaker Oats Company

Peterborough and Saskatoon

Canada



Keen's Oxford BLUE

All British and All Quality

—the Blue your customers know and prefer because of its goodness.
That's KEEN'S.
The best Blue to handle and recommend.

Magor, Son & Company, Limited
191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO
AGENTS FOR THE DOMINION OF CANADA

Fine for Your Provision Counter

Beaver Brand Hams
Bacon and Lard

So good that your customers will buy them by preference after a first trial.

Beaver Brand Hams, Bacon and Lard always measure up to the very highest quality ideals.

Try the Beaver Brand lines in your next provision order.

Ingersoll Packing Co., Limited
Ingersoll, Ontario

CANADIAN GROCER

VOL. XXXIII. TORONTO MARCH 14, 1919 No. 11

Few Buyers Ask for Bacon by Brand

Quality of the Product One Determining Factor In Sales.

Merchants Choose Goods For Several Reasons—Various Brands Considered Best

"WE handle different lines of bacon," stated Mr. Kent of Hilton and Kent, Dundurn Street, Hamilton, "but we make a special point of selling ——'s."

"Do you make more on this brand?" he was asked.

"No, as a matter of fact we make less. This particular brand costs more than the others we stock, about 5 cents a pound."

"But would not that difference of price, influence your trade away from the brand you favor?"

"It might if we permitted it to, but to avoid this we charge the same price for all our brands."

"Yet, despite the fact that you would make roughly 5 cents a pound more on this other bacon, you prefer to sell....?"

"Yes. we do, we are as keen for profit as the next person, but we think that is the way to get it. We are confident that the brand we suggest will give real satisfaction, and that this satisfaction will mean increased trade for us. That is how we profit."

Sampling at Store's Risk

Only a block away is the store of Geo. A. Gow, Locke street. "We handle only one line of bacon," he stated in reply to a question. "But in our estimation, we handle the best. It is not possible to stock all lines, and make any sort of success of the transaction. You have to choose what you consider the best, and build a reputation upon it. If people ask for other lines of goods, we tell them plainly that we do not carry them. We tell them that we are fully convinced that we have the very best bacon on the market, and we urge them to try a sample half pound. 'If you do not like it,' we say, we will be more than ready to give you your money back, without any comment.' This has proved a very satisfactory method, and we have built a business that has stayed with us for years."

It is an interesting fact that these two merchants are only a block apart. They sell in the same locality, to people, who presumedly would have the same taste. Each sells the bacon that he is firmly convinced is the best, each sells it on his own personal guarantee, and each has built a substantial trade in this line, yet each sells a different brand. One brand is given considerable publicity through consumer mediums, the other none at all.

> The experiences of the above retailers with bacon show that the dealer is called upon in his own interests to select a certain brand of bacon for his customers. He does not base this selection on any one thing. There are appearance, flavor, uniformity of quality from shipment to shipment, his knowledge of the reliability of the packer, consumer publicity, profit, etc., etc. These are some of the points on which he must have knowledge before he finally decides to push a particular brand. This is the kind of information he wants from the packer.

Quality the Great Element

F. A. Nixon who operates two stores on Barton street, Hamilton, sells two brands of bacon, but specializes on one of these lines.

"Is that in response to the customers' demand?" he was asked.

"No, in our experience, very few people ask for bacon by a brand name. They merely ask for bacon, and are willing to accept the merchant's word in regard to the quality. Quality is the great element in sales of bacon, and we must pin our faith on that in our efforts to develop trade. We push this brand because we believe that we are giving the best goods possible."

It is interesting to note again that the brand given the preference in this store, is different from that sold in either of the other stores referred to.

O. Dyment, Barton street, Hamilton, handles only one line of bacon, and believes that is the best policy. He honestly believes that he is giving his customers the best possible value, and they are quite ready to accept his word for it.

Merchant Encourages Customer to Demand Certain Brand

Fred R. Martin, King street, East Hamilton, has selected two lines of bacon to handle. He believes that they represent the best that is procurable.

"And if a customer asked for another brand?" he was asked.

"We would simply tell her that we did not have it, and would show the brands that we do carry. We do not often have to do that. We find that very few people ask for bacon by name, but mostly buy on the appearance. We have found, however, that when we have sold them one or other of the brands we carry, and they have used it, they will ask us who is the maker, and we have a number of people who always ask for one or other of the brands we carry by name. We proved to them that they were good, and that the quality was uniform, and they wanted therefore to assure themselves that they would get the same quality and flavor again."

Seldom Ask for Bacon by Name

The manager of the Tisdale Grocery states that probably only once in every two or three weeks do they have customers ask for bacon by name. They ask whether it is lean or fat, and whether it is salty or not. These things we can know, and can assure ourselves that the brand we carry meets the requirements of our customers. We handle only one brand, and have found it quite satisfactory. We can't handle all, and so must choose the one that we believe will give the best satisfaction."

The manager of the grocery department of J. B. Harrell & Son, Midland, Ont., states that they handle..... bacon exclusively. They believe it to be the best on the market. They have at various times tried other well-known brands, but have not found them as satisfactory, and so have devoted themselves entirely to the sale of this one line. Their customers have now come to look upon it as a settled thing and never ask for other brands.

Handles Shortening from One Firm, Bacon from Another

A. D. Parsons, Midland, handles..... meats and bacon and curiously enough he handles shortening manufactured by

another packing firm. When he was asked why he stated he believed that in so doing he was giving the best satisfaction. He thought that the firm whose goods he handled made the best bacon. He was thoroughly convinced that it was, and he was able in turn to convince his customers of this fact.

B. E. Brown, Collingwood, Ont., handles the cooked meats of one firm, and states that he could not sell any other brand at half the price. But he does not handle the bacon of this firm. He handles ——— bacon, which he has convinced himself is the best, and handles this alone. He finds his customers quite satisfied to take his advice in this matter.

Sells the Best at Higher Price

D. Nicolson, Roncesvalles avenue, Toronto, handles two lines of bacon, but he lays special emphasis on ———.

"This bacon costs me 5 cents more a pound than the other, but I sell the most of it, and always show it to customers, when they ask for bacon, and can usually convince them that this line is better value at the higher figure. Very few people ask for bacon by name, and I have favored this line because I have found it always the same in quality."

Frank H. Taylor Co., Niagara Falls, Ont., handle only two lines of bacon.

"We found that we had to narrow down the variety of these goods carried," said Mr. Mussell, manager of the grocery department, "if we were to make a success of handling bacon. So we chose the lines that we had the most confidence in, and eliminated the rest. If a customer asks for another brand, we simply show her the brands we carry, with a slice cut, so she can see the quality, and ask her to give it a fair trial. It is very rarely indeed that the customer is not quite ready to do so."

Broom Prices Will Remain High

No Declines Till New Crop of Corn Available in the Late Fall —Some Damaged Corn on Market—Retailer Should Protect Himself Against Inferior Grades of Brooms.

IN order to get an intelligent grasp of the broom situation as at present, it is necessary to go back a few years.

When war broke out in 1914 and for two years after, the broom manufacturers of Canada found themselves facing a situation unparalleled in the history of the business in this country. Everybody will admit that brooms could not be manufactured and sold at a profit on a retail basis of 25c. The consequence was, broom manufacturers had no surplus laid by to meet the conditions that arose. Prices of raw materials, labor, etc., went up but there was no consequent rise in prices. This kept on until the fall of 1916 when, because of a very serious shortage in broom corn, owing to the acreage being planted in grain, broom corn jumped from an average of $100 per ton to $400 and over per ton. This brought the manufacturer face to face with a situation which meant either an advance in price or a discontinued business.

Price Remains High

Since then the price of broom corn has remained high, while other materials such as handles, twine, wire, labor, etc., have kept advancing steadily.

This was the situation when in November the armistice was signed. Even in normal times the broom manufacturers of the United States and Canada use on an average of 50,000 tons of broom corn in a year. The total tonnage averaged for 1916-17-18 was only about 50,000 tons according to Government reports, so that there will be no surplus corn on hand when the new crop is harvested in the fall of 1919. Previous to 1916 there was always a surplus of 25 to 50,000 tons on hand to provide against a short yield.

A Strong Feeling in Broom Corn

Now this means that farmers or brokers holding corn will not sell at less than market price, for they know if they do not sell to-day, that the buyer must buy to-morrow and they are safe. Added to this the United States Government has guaranteed the farmers of that country a good price on wheat and reports show that the acreage on other crops is going to be rendered. This means less broom corn and consequently a high level of price for what is produced.

No Broom Products Have Yet Declined

The consequence of all this is that present prices must remain in effect until a new crop is harvested. No raw material entering into the manufacture of brooms has been reduced and labor is still commanding the same high war level.

It should be added that the broom corn districts of the United States have had considerable snow and rain during December, January and February. The broom corn mostly is without protection after being baled, consequently considerable corn has been damaged. Some of this damaged corn has reached the Canadian market in the shape of some cheap brooms and the trade should beware of these because the corn is very brittle, dark colored, and breaks off when sweeping.

President Wilson of the National Broom Manufacturers' Association of the United States, speaking on the subject recently, stated:

"Broom prices are based upon the present cost of high grade material and skilled labor.

"It is my conviction that there can be no reduction in the price of brooms until the price of material is reduced.

"Labor, and necessarily so, is the big factor in determining the cost of any manufactured product.

"The process of the readjustment of the wage scale and other essential emergencies of war times, will and should of a necessity be slow.

"The skilled workman, as you will agree, is no longer receiving war wages. He is well paid to be sure, but who would deny him just and reasonable compensation for his labor?

"Likewise the manufacturer of brooms is entitled to a reasonable profit for his labor and investment, and to obtain this there should be no reduction in prices.

"Without a sacrifice of quality it would be impossible to lower the cost of manufacturing under existing conditions.

"You cannot afford to manufacture and the customer cannot afford to buy other than on a quality basis."

Reports from Wichita, Kansas, the centre of the broom corn belt, point to a strong tendency in the market for the raw product.

High grade corn, it is stated, is firm and held at practically the same range as heretofore. The amount of this grade that can be secured from first hands is comparatively light and will have no influence on the present visible supply in warehouses, which supply is limited. The opinion is expressed that if manufacturers desire to uphold the quality of the high grade brooms all and more than the present supply will be required.

TEMPERANCE ALLIANCE OF NEW BRUNSWICK ASKS RESTRICTIONS ON FLAVORING SALE

A formal request for restrictions upon the sale of lemon and other flavoring extracts containing a high percentage of alcohol was laid before the New Brunswick Government at the opening of the legislature by a delegation from the N. B. Temperance Alliance.

SUGAR COMPANY GETS EXPORT ORDER

The Atlantic Sugar Refineries, St. John, have received an order for 7,000 tons of sugar for March delivery, from the British Royal Commission on sugar supply. Other orders of a similar nature are expected.

INDIA PROHIBITS EXPORT OF RICE

A shortage of the rice crop in India has caused the Government to prohibit exporting of rice except to those countries dependent in the past on India as the nearest source of supply. For the present exportation will not be permitted to the United States, Australia, Canada, Dutch Indies, Japan or China.

Dept. Store Adopts Profit-Sharing

Robert Simpson Company, Toronto, Signalizes Its Majority By Profit-Sharing System The First of Its Kind in Canada—How It Compares With an American Scheme.

THE recent announcement of the Robert Simpson Company, Toronto, that they intended to signalize the consummation of 21 years of successful business life by the adoption of a profit sharing plan, whereby everyone connected with the company would share in its future, is another indication of the general tendency noted of late, to meet possible labor difficulties by developing the idea of mutual benefit.

The general idea of the scheme as announced by the president of the company, H. H. Fudger, was to assure the future of those who spent an appreciable number of years with the store. The system adopted would provide a competence for those whom advancing years compelled to leave the store's employ, or would secure the accumulation of a substantial reserve by those who spent many years in the store's service, and left it for other fields of activity.

The Plan Outlined

Briefly the idea is as follows: Any member of the staff who has had a year's service with the store, may participate in the benefits, or may refuse to do so at will. There is no element of compulsion in the scheme. The member of the staff desiring to participate, must deposit 5 per cent. of his or her wages. This sum however must not exceed $100. This limit is set, in order that the higher salaried employee should not benefit disproportionately. To these savings of the staff, the company would add annually a sum equal to five per cent. of its net earnings. This sum, augmented from year to year, to be invested for the benefit of the participating employees.

May Withdraw After Ten Years

Participators completing ten years of service would be permitted to withdraw with all interests and profits. Those leaving before completing their ten years' service would be entitled only to the amount of their deposits plus 5 per cent. interest; save in the case of a woman leaving after five years service to be married, who would be entitled to all the privileges that a ten years' connection with the firm would give, and in the case of death, when beneficiaries would benefit in accrued profits as though the deceased had completed the ten years' term.

The First Arrangement of its Kind in Canada

Mr. Fudger, in introducing the plan, stated that it was the first arrangement of its kind made in Canada by any large commercial or industrial corporation.

While the scheme is new to Canada there can be little doubt that it has been modelled on the scheme in operation in the Sears, Roebuck & Co. store, Chicago, and as the parallel in many instances is so close, and as the American concern has had the scheme in operation for nearly three years, a consideration of the results obtained there will be of interest.

Sears, Roebuck & Co. have between 30,000 and 40,000 employees, and the plan was begun to engender harmony and loyalty between employer and employee.

The Sears, Roebuck & Co. Plan

The plan as put into operation by this store on July 1, 1916, obligated the company to contribute 5 per cent. of its net earnings, without deduction of dividends to stockholders to an employees' profit sharing fund. The employee desiring to participate in the benefits was required to deposit 5 per cent. of his salary in the same fund, the amount deposited in no case to exceed $150. There is no obligation to join in the profit sharing plan, unless the employee desires, and no employee who has not served three years with the company is eligible. In a recently issued report of the plan 92 4-10 per cent. of those eligible are at present enrolled. Their holdings of the company's stock total 80,000 shares or 10 per cent. of the company's stock, 20,000 of these shares belonging to the fund, and the balance being the personal property of the employees. This is an interesting fact, indicating as it does the possibility of a gradual assumption of an ever greater interest of the employees in the company, a development tending toward a practical socialistic scheme of an industry operated by and for the workers.

Profits cannot be withdrawn till the end of ten years, save in the case of young women leaving to be married. They can withdraw their share after five years of service or two years after entering. Those leaving at this time could not have invested more than $300, as $150 is the maximum that may be invested in any one year by any employee. Figures contained in the report of the fund, indicate that during the month of January of this year 45 young women took advantage of the opportunity to get married, three times as many as in any previous January. Granting that these young women had contributed to the fund the maximum, they would have invested $375. They drew as their share in the fund $19.000, an average of over $425 each with a maximum of $644. In other words the depositor of the maximum $375 withdrew from the fund as her deposit and her share of the profits $644.

Plan a Great Success

The Sears, Roebuck fund after two and a half years' operation has at present a total of $3,012,123 credited to its members. Of this amount the employees contributed $656,299, the balance $2,355,824 represents the company's contribution plus dividends on the stock in which the fund is invested. At the present market value the 20,000 shares of stock held by the fund would show additional profits of considerably over $400,000. This amount is not included in the total given above.

Even this plan has scarcely been in operation long enough to draw any hard and fast conclusions regarding its probable outcome. The report however gives actual instances of what has been accomplished up to the present time. An employee earning $20 a week deposited $1 a week, a total of $130. This employee had on December 31, 1918, to his credit in the fund $593.52, invested in 3 8-10 shares of the company's stock, which at present value is equal to $643. In a like manner an employee who deposited $3 a week or $3.75 since the plan has been in operation on the same date was credited with 11 shares of the company's stock at a present par value of $1,900. These figures are of course based on present profits, but assuming that these profits will continue on a par with the past two and a half years the results for the different salaries and periods have been estimated by the trustees of the fund as follows:

Average salary per week	Membership period, years	Savings deposited by employee	Total est. accumulation of savings and profits
$15	5	$ 175.50	$ 901.22
	10	370.50	2,648.55
	15	565.50	5,787.53
	20	760.50	11,426.56
20	5	234.00	1,201.62
	10	494.00	3,531.40
	15	754.00	7,716.71
	20	1,014.00	15,235.41
25	5	292.50	1,502.02
	10	617.50	4,414.25
	15	942.50	9,645.89
	20	1,267.50	19,044.26

The amount contributed by Sears, Roebuck & Co. for each $1 saved by an employee is shown by the following table:

Period	Total Paid by Company	Company Paid for Each $1 Saved by Employee
1916 (Half)	$ 412,215.55	$3.09
1917	905,484.04	3.02
1918	1,077,883.19	3.26

The total contributions of the corporation amount to $2,355,824 for the period of two and a half years. The employees in the same time have paid in $656,229.

In the case of the Robert Simpson Company, the plan varies little from this one whose tangible results are already beginning to be observed. The Robert Simpson Company is not as large an organization as the Sears, Roebuck Company, but neither does it represent the same number of employees, while the net earnings are known to be large and there is little question that this innovation will work out in Canada on as favorable a basis for the participants, as it has done in the case of the American concern.

WOULD IMPERIL FRUIT INDUSTRY

P. E. I. Protests Against Proposed Increase in Express Rates—Claim the Increase Would More Than Eat Up Profits of Fruit Industry

A. E. Dewar of Charlottetown, president of the P. E. Island Fruit Growers' Association, in speaking of the proposed express rate increase, stated that it would practically eliminate the small fruit and vegetable industry of the province.

"The fruit mainly shipped from here by express are strawberries, gooseberries, plums and tomatoes," he states. "The greater part of these go to Sydney. The present rate per a 36-box crate of strawberries is 50 cents. This is to be increased to 95 cents. This would mean an increase for expressage of $63 per acre, in many cases more than the selling value of the land on which the berries are grown, and would mean wiping out the growers' profit. For vegetables, the increased cost per acre for transportation is even greater than for fruit.

Since the war began, the production of small fruits and vegetables has decreased here, growers finding other lines more profitable, and if the proposed increase in rates goes into effect, the quantities grown for export will be further reduced.

The Charlottetown Board of Trade is also vigorously opposing the proposed charges.

Will Ask For Inland Trade Commission

Dominion Board of R.M.A. Will Ask the Government For Many Changes in Matters Pertaining to Trade at Annual Convention

OTTAWA, March 12 (Special).—Preparations are nearly complete for the big annual meeting of the Dominion Retail Merchants' Association, and a large attendance is looked for. In this connection there will be a meeting of the members of Parliament, both of the Commons and the Senate, who are retailers, in order that they may acquire a full understanding of the questions which the Retail Merchants' Association will be asking to have legislation on. This meeting is called for Tuesday morning, March 18, in the Chateau Laurier.

On Wednesday morning, the 19th, the executive of the Dominion Board will meet the Cabinet to place before and discuss with them the questions on which legislation will be asked for this session. This will include the following matters:

1. The creation of an Inland Trade Commission to handle all questions of internal trade; for example, such matters as excessive profits, conspiracy in restraint of trade, etc. In fact, almost anything which affects inland trade might properly come before such a commission, in the same way that railroad questions come before the Railway Board.

2. If the War Profits Tax is to be retained on business lines supposed to be luxuries, it should not be confined to a few, such as jewelry and automobiles, but applied to all luxuries, or to none.

3. All war tax stamps should be collected from the manufacturer and not from the retailer.

4. All who enter business should be compelled to keep proper books and accounts from the time of beginning business.

5. Certain amendments to proposed Bankruptcy Act.

6. A committee of the House should be appointed to deal with the mail order question, particularly that the payments on all mail order material shall cover the cost of carriage, and none of its cost be taken out of the revenue of the letter service.

7. Legislation fixing the weight of contents in cartons and other sealed containers.

8. Amendment to the Lord's Day Act, making the purchaser equally guilty with the seller of goods in contravention of the Act.

The Ottawa branch of the Retail Merchants' Association will give a banquet to the visitors at the Chateau on Tuesday evening, March 18.

CREDITS SUSTAIN OUR FOREIGN TRADE

The public hardly realizes the extent to which Canada's export trade is dependent on the providing of credits for other governments. Since the middle of 1918 credits amounting to $240,000,000 have been advanced to the British Government as follows:—

Imperial Munitions Board, $132,000,000; for the purchase of Canadian grain, $55,000,000; for exports of dairy products, $35,000,000; for the sale of the B. C. salmon pack, $8,000,000; for other exports of food, $10,000,000.

This money came from the Canadian public in the form of loans. Out of their savings over 1,000,000 people in this country brought Dominion bonds, and thus provided the funds out of which these advances were made. This practice must be continued if Canada is to get her share of the export trade. Those who buy War Savings and Thrift Stamps supply money for these credits.

MOLASSES COMPANY WILL LOCATE AT TORONTO

The Pure Cane Molasses Corporation of Canada is to be established with headquarters at Toronto at an early date. This will really be the distributing centre for all Canada for the products of this corporation, embracing, it is said, all kinds of grocery molasses from black strap to finest Barbadoes. The plans of the corporation, though not yet completed, provide for the erection of large storage tanks in which to carry stocks. The activities of the corporation at the present time are under the supervision of T. J. Duggan. The head office of the company is in New York City.

B.C. Packers Want No More Requisitioning

This Year's Experience Convinces Them That This Method of Selling is Bad Business—Canadian Market Should Be Supplied

VANCOUVER, B. C., March 5, Special.—There is naturally much speculation here among salmon packers as to the action the Government will take this year. One packer acknowledges that probably the fact of the Government commandeering the salmon last year had a stabilizing effect on the market, and also a beneficial effect. They are all unanimous however in stating that to do so this year would not be at all warranted and would be a distinct injury to the salmon canning business on the Canadian Pacific coast.

The regular markets that had been cultivated and captured at great expenditures of time and money had been lost during the past year. The packers had had no incentive to spend money on attractive labels, with the result that while the ones who had large stocks of three or four color varnished labels, used them, other lots of the same salmon, at the same price, and from the same waters were marketed probably under the cheapest possible label that could be procured—with about all the artistry that one would expect for the price.

The Canadian market wants sockeye salmon; the packers have spent thousands of dollars making their brands of sockeye salmon household words to the Canadian public; and the entire pack was commandeered for overseas shipment—and a large proportion for civilian consumption. The Canadian public had to buy American red salmon, on which they paid 30 and 7½ per cent duties.

In this respect the packers of canned salmon seem unanimous in the opinion that the sooner the salmon business is allowed to again adjust itself to the present market, governed by supply and demand, the better for the industry. There is a world-wide demand for canned salmon that would keep all hands employed under unrestricted trade conditions.

An "Amateur" Shows the Veterans

Average Increase of Upwards of 43 Per Cent. on Invested Capital For Six Years Running—A Splendid Showing of Enterprise, Backed by Courage

By HENRY JOHNSON, Jr.

THAT lack of technical knowledge is a small handicap for the earnest worker is demonstrated daily all around us. The Canadian grocer who tells his own story in his own words, and tells it so well in his letter to me is another exemplar of this truth. Here is how he tells it:

"Dear Sir.—I have just been reading in this week's issue the experience of a grocer who felt like quitting because he did not seem to be making a success of his venture. I have often thought I should like to tell you my experience and ask whether you thought I should be satisfied with the progress I am making —whether you think I have done well or should have done better.

"Six years ago last May I started in this business with absolutely no experience or knowledge of the trade. I had worked twenty years for a big corporation, and suddenly, at the age of 45, with a wife and two daughters depending on me, found myself out of a job and in poor health besides. I had an equity in a couple of houses on which I realized, and with $2,400 to start with I found a place that I thought would suit me, and made a fresh start in life. I bought the store and property, paying $1,100 cash on the building and $400 for the stock and fixtures. The turnover was said to be about $150 a week. I also assumed a mortgage of $3,500 for the balance of the purchase price on the building. I put $600 in the bank for working capital, and with the remaining $300 I increased the stock so as to fill up the shelves and give me more variety than had been carried previously.

"I enclose my annual financial statement for my first and sixth years in business. I cannot call them balance sheets, for they are scarcely that. I simply got them up to show me how I stand at the end of my financial year, so that after paying all my expenses and supporting myself and family I may know how much I am ahead; in other words, how much I have saved in the year. For, according to my logic, no matter what a man's income or expenditure is, the only thing that really counts is how much he can save.

"My business is about one-third credit and two-thirds cash. Half of one per cent. on turnover will more than cover my losses through bad debts. I have no telephone and no delivery, except just a boy on Saturdays. I never go after orders and never have asked anyone to give me his trade. I try to give satisfaction both in price and quality of goods, but do not cut rates, and I figure out a percentage basis for everything I sell. I cannot always get the percentage I should get, but what I miss on one thing I try to make up on another, and find that by so doing the law of averages works out fairly well.

"The mortgage runs out next year and I intend to pay it off and have the place clear. You will see from my statement just how I stand, and I would like you to tell me just what you think about it. I have better health now than when I started in business, but still am not very robust. So, though I would like to do things on a bigger scale I feel that I have as much work as I am able to attend to.

"My customers come to the store and carry their goods away with them. I count cash received as business done for the day. I keep a daily and weekly record, so that if I think I have had a poor week I can look up and see what I did the same week in the previous year. Generally I find that my poor week is really better than the same week a year ago. Hoping that I have not wearied you with these details, and that maybe they will be of sufficient general interest to warrant an answer from you,

I am, yours truly,
AN AMATEUR GROCER.

"P.S.—I was not quite satisfied with what I had written and thought I would rewrite it, but one of your friends called at my store, and when I showed it to him he advised me to send it in just as it was—so I am doing it. If you care to use it you are at liberty to prune it or trim it up to make it readable."

Who Cares for "Science?"

In the face of such a performance as that, who shall ask this man whether he has effected each operation exactly according to the rules? Who shall insist on any science better than such as enables an "amateur" (!) to make such a showing? Seems to me that all we shall pray for is that this tribe of "amateurs" may increase and multiply exceedingly. Here, now, is what those statements make clear in plain facts:

Beginning with $2,400 capital he has made a net profit of $1,050 average per year. That means that he has made practically 43¾ per cent. on his invested means each year.

The first year, with sales of $11,134.57, he made a net profit on his sales of better than 9 1-5 per cent. The last year, with sales of $17,350.79, his net profit seems to be no better than 6.55 per cent. plus. That is a natural course for the net profit to take. As capital grows, unless things are carried along on a process of geometrical progression such as I never knew in practice, the net is bound to shrink until we reach that "irreducible minimum" below which we cannot go, and below which, in practice, it is not necessary to go.

Statement is Not Complete

Of course, this statement is, as my friend says, incomplete. I have really no figure of expense, nothing on which to base gross margin, no way in which I can check his figures. But here is a cud on which we can chew, reflecting very deeply while we chew: This man has accumulated not merely convertible and available quick assets, but actual hard cash, in the sum of $4,492.34! Think of a grocer whose total possessions foot up to only $6,767.12 gross having three bank accounts and fully two-thirds of his resources in cash!

With this kind of figure staring me in the face, I am inclined to think that the actual cash capital with which he is operating at this time is only about

Financial Statement,

Debit

Stock, May 15, 1912	$ 340.48
Cash in bank	685.00
Cheques out May 15, 1913	122.73
Owing wholesalers, 1913	247.17
	$1,395.38
Turnover, $11,134.57	
Net value cash and stock, May 15, 1913	$1,831.12

Annual Statement,

Debit

Cash and stock, May 15, 1917	$5,316.50
Owing wholesalers	413.52
	$5,730.02
Net value cash and stock, May 15, 1918	$6,353.42
Turnover, $17,350.79	

May 15, 1913

Credit

Stock, May 15, 1913	$ 866.29
Cash in till	81.25
Cash in No. 1 bank	480.16
Cash in No. 2 bank	685.49
Customers' accounts O.K.	87.83
	$2,291.02
Less debit	1,395.38
Gain	$ 805.64
Paid on store mortgage	100.00
Paid on purchase of vacancy	120.00
Total gain for year	$1,025.64

May 15, 1918

Credit

Stock, May 15, 1918	$1,989.41
Cash on hand	55.60
Cash in No. 1 bank	1,131.55
Cash in No. 2 bank	1,604.30
Cash in No. 3 bank	700.89
Victory Bond	1,000.00
O.K. customers' accounts	285.37
Gross credit	$6,767.12
Less owe wholesalers	413.70
Net value cash and stock, May 15, 1918	$6,353.42
Less cash and stock, May 15, 1917	5,316.50
Gain	$1,036.92
Paid on store mortgage	100.00
Total gain for year	$1,136.92

$2,000, and if that guess is right, then this last year he made more than 57 per cent. on his working capital. Probably that is better than close examination would show he did; but he did well enough to challenge our sincere admiration and stir us to emulation in any event.

True Enterprise Backed by Courage

Do you note the evidence of character in the undertaking with which this man started out in 1912? With total resources of $2,400 he saddled himself with an obligation of $3,500. How did he dare do it? The answer is: He had the character. He had the same sterling, self-contained character that has enabled him to gather up nearly $4,500 in cold cash and not yield to the temptation to expand unduly and unwisely; the character which leads him now to feel a solemn, modest pride in looking forward to the day when he will meet the balance of that mortgage, fortified with such financial resources that all he will need to do is draw his checks for the amount, pass them over, and receive in return the cancelled obligation. Oh, what can equal the joy of such accomplishment? As Burns sang—poor Bobbie who never reached such a goal:

"Not for to hide it in a ditch,
Not for a train attendant;
But for the glorious privilege
Of being independent!"

What more has this man done?

He has re-established himself in life. He has regained a sturdier health than he started out with. He has supported his wife, himself, and two daughters growing up to womanhood in such a manner as to enable them to look about them undismayed for the future.

He is to-day master of his destiny.

And these are things beyond the ability of the mere cash account to measure—yet only made possible because the said cash account has been treated with due respect.

"Slopping Over" a Bit?

I have a letter which I expect to write about next week in which the writer indicates that he thinks I have spread the praise on pretty thick in the instance of another grocer whose statement we have reviewed lately, who also has done unusually well. But I do not apologize for thus heaping on the good words. I speak thus unstintingly in praise for two very good reasons:

1. Because the men deserve every word I can hand them.

2. Because there are more of that kind than we suspect, and I want to encourage them to come out and tell us how they do it.

Simple Book-Keeping for Merchants

How to Draw Up Profit and Loss Statement Showing Exact Profit Made — Balance Sheet Also Dealt With, Demonstrating How Assets Are Made Up— Question of Depreciation

By C. J. MORRIS,

(Continued from last week)

IN our last issue the two items under the heading, Furniture and Fixtures Account, were inadvertently transposed. The entry, To Fixtures, should have appeared in the left hand column and By Balance in the right.

We will now show how to draw up a Profit and Loss Statement from which we shall be able to ascertain exactly how much profit we have made in the period under review. In order to follow these instructions the reader must have before him the last two articles appearing in the issues of CANADIAN GROCER for Feb. 7 and Mar. 7.

First of all we have to take stock valuing everything at cost price. We will suppose for the purpose of making up the accounts that the present value of the stock works out at $1,928.95.

One other item with which we have to deal is the amount of $25 drawn out from bank and entered in the Private Drawing Account. As we have to allot certain sums for fixed charges such as rent, salaries, light, heating, etc., we will assume that this $25 covers these amounts for the four days we have been working and we will, therefore, for the purpose of making up our Profit and Loss Statement, consider this as the Fixed Charges Account.

On the Dr. side we enter the value of stock on hand when we started, then the amount of goods we have purchased since. This we take from the Dr. side of the Goods account. On the right hand or Cr. side we enter the value of the stock as shown by our inventory at stocktaking and also the total of our sales which we take from the Cr. side of the Goods account. The difference between these two sides would now represent our gross profit, but we have one or two other items to consider which we shall find in the Profit and Loss account in the Ledger. The total of our purchases is reduced by the amount of any discounts we have taken and we therefore enter these on the opposite side of the account, which is the same as deducting them from the purchases total; similarly our sales are reduced by any discounts we have allowed and these we also enter on the opposite side to that on which our sales appear. Thus the discount we took, $1.74, is entered on the Cr. side and the discount we allowed, 15c, on the Dr. side of the statement. Our sales are also reduced by any goods we have had returned to us and we therefore enter the value of these, $1.40, also on the Dr. side.

As stated above the difference between the totals of the two sides now shows our gross profit, but we cannot consider we have made any profit until we have paid all charges and expenses of every kind incurred in connection with the business. We therefore enter on the Dr. side our Fixed Charges $25, which we have agreed is to represent salaries, rent, heat, lighting and all fixed charges of any kind whatsoever for the four days' period with which we are dealing, and we also enter the total of our Sundry Trade Expenses account in the same column. Items short or over in our cash must also be entered by us in the Profit and Loss Ledger account and the difference between the totals of the two columns will then represent our absolute net profit after expenses of all kinds have been covered. The final Profit and Loss Statement now appears as follows:

PROFIT AND LOSSSTATEMENT

Dr.			Cr.
To stock on hand Jan. 1	$2,000.00	By stock on hand Jan. 4	$1,928.95
To purchases	211.95	By total sales	388.21
To returns	1.40	By discounts taken	1.74
To discounts allowed	.15	By cash (over in till)	.35
To fixed charges	25.00		
To S. T. E.	20.55		
To cash (short in till)	.35		
To balance (net profit)	59.85		
	$2,319.25		$2,319.25

Thus our net profit for the four days works out at $59.85. One item we have not allowed for is depreciation in value of our stock and furniture for four days. This would be too small to consider, but for the year it is customary to allow something like ten per cent. on the fixtures, furniture, etc., and as regards stock, a fair allowance should be made according to circumstances.

Whatever amount is decided upon would have to be entered on the Cr. side of the Statement and would reduce the profit by that amount.

The Balance Sheet now claims our attention. We started with a capital of $2,800, which has now been increased by $59.85 and the Balance Sheet will show us how this amount of $2,859.85 is made up.

Under the head of Assets we still have our fixtures valued at $500. Cash on Hand is now $236.47 and at bank $242.83. Our stock is worth $1,928.95 and customers owe us $55.65, a total of $2,963.90.

On the other hand we owe our creditors $104.05, which deducted from this total leaves us $2,859.85, our present capital.

Our balance sheet will thus appear as follows:—

Had we allowed anything for depreciation of furniture, it would have been entered on the right hand side of the Furniture and Fixtures account and on the left hand side of the Profit and Loss account and in the Balance Sheet the amount against Furniture and Fixtures would have been reduced by that amount, as likewise would the Excess of Assets over Liabilities item.

It now only remains for us to close our books and bring forward our balances. With this we will deal next week.

(To be concluded)

B. F. Smith & Co., of East Florenceville, N.B., lost about $5,000 by a fire which destroyed their potato warehouse at Lakeville, Carleton county.

BALANCE SHEET

Assets		Liabilities	
Furniture, fixtures, etc.	$ 500.00	Accounts payable (sundry creditors)	$ 104.05
Cash on hand	236.47		
Cash at bank	242.83		
Stock (present value)	1,928.95		
Accounts receivable (sundry debtors)	55.65	Excess of assets over liabilities	2,859.85
	$2,963.90		$2,963.90

BULK SALE ACT IN FORCE

Those Purchasing Businesses in Ontario Should Assure Themselves That Terms of Act Have Been Fulfilled

H. G. Kelly, Toronto manager of R. G. Dun & Co., in a recent interview pointed out the necessity of added care in operations pertaining to the purchase of stores in Ontario,—owing to the operations of the Bulk Sales Act that has recently come into force.

"It is possible," he said, "that many returned soldiers will, within the next few years, engage in business on their own account, in many cases buying out established ventures. It is to be feared that some of these transfers, particularly of small stores, etc., will be made in a more or less informal manner."

"It would be a great pity if any of these returned men, through not understanding legislation which has occurred in their absence, should lose their savings. I refer particularly to the Bulk Sales Act now in force in this Province.

"I have knowledge of several instances which have already occurred, where the transfer has been made without the knowledge of or attention to the provisions covering bulk sales of merchandise stocks. It is to be hoped that purchasers will protect themselves in these transactions, with good legal advice and guidance, which should be their only proper course."

Operations of Bulk Sales Act

Under the Bulk Sales Act, it is the duty of every person who buys any stock in bulk, for cash, or on credit, before closing the purchase, and before paying any part of the price in excess of $50, before giving any note or security for the price to demand and receive from the vendor a written statement verified by a statutory declaration of the vendor, containing the names and addresses of all the creditors of the vendor, and the amounts of the indebtedness or liability due and payable by the vendor to each of the creditors. If there be a failure to obtain the statement, the sale is deemed to be fraudulent and is void as against the creditors, unless all the creditors are paid in full out of the proceeds of the sale. The purchaser, upon obtaining the statement, shall either obtain a written waiver from the creditors of the vendor, or shall pay the whole of the purchase price, or deliver his notes or other documents securing the price into the hands of a trustee for distribution pro rata among the creditors of the vendor, subject to any preferences provided by law or by previous contract.

If the purchaser shall fail to observe the requirements in respect to the trusteeship, without obtaining the written waiver of the creditors, the sale is deemed fraudulent and is void as against the creditors of the vendor, unless all the creditors are paid in full out of the proceeds of the sale. Any sale or transfer of stock, or part thereof, out of the usual course of business or trade of the vendor, or whenever substantially the entire stock of the vendor is sold, or whenever an interest in the business or trade of the vendor is sold, or conveyed, the sale, transfer or conveyance is deemed "a sale in bulk," within the meaning of the Act. But if the vendor produces and delivers to the vendee a written waiver of the provisions of the Act from his creditors having claims of $50 and over, representing 60 per cent. in number and value of the claims of $50 and over, as shown by the statutory declaration, then the provisions of the Act do not apply.

JAVA SUGAR CROP MOVING

As a result of release of shipping, Java sugars are understood to be moving more freely, in large measure, to Europe. Normally they go for the most part to the Far East—China, Japan, India and Australia.

The movement to Europe is in response to the demand existing there as France and England have been on very short sugar rations during the war, due to lack of available tonnage. It is understood that last year English consumption was less than 51 per cent. of normal, and in France the shortage has also been very acute.

India does not normally produce enough sugar for her own requirements, but last year on restricted consumption managed to get along on her own output. It is estimated that an increased acreage of about 40,000 was to be devoted to sugar production last year, but droughts in some sections and floods in others decreased the estimate yield. It is indicated that there are possibilities of increased consumption when conditions are again normal.

Some believe there is an outlook for a considerably increased consumption in this country, due to the greater purchasing power of the average family as a result of war-time prosperity. Others believe that there are large invisible stocks of sugar in this country, as a result of the hoarding of sugar by housewives.

ALL IMPORT RESTRICTION IN BRITAIN REMOVED

Sir Thomas White, in answer to some criticisms in the House recently stated that the British Government had withdrawn all restrictions on goods imported from other parts of the Empire. He read a report from Lloyd Harris of the Canadian Trade Commission in London: "In reply to questions in House this afternoon's Parliament, Secretary Board of Trade says: 'The Government had decided no import restrictions shall be or continue to be imposed on goods coming from any part of the Empire, without the assent of the Cabinet, which shall not be given unless some unforeseen necessity arises. It is not possible at present to remove all restrictions on all imports from foreign countries because of the state of exchange, but all raw materials will be free from import restrictions.'"

From the Canadian Trade Commission in London: "Board of Trade announced yesterday removal of all restrictions on imports from British Empire."

ON TRIP THROUGH TO COAST

T. B. Cooke, of the Dominion Molasses Co., Halifax, N.S., is a Toronto visitor this week in the interests of his firm. Mr. Cooke left Halifax about four weeks ago and has covered Quebec province quite thoroughly, where he reports conditions are excellent. He leaves Toronto on Thursday for Hamilton and expects to go right through to the coast on his present trip, taking about six weeks more to cover the balance of the territory which he wishes to reach.

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WORLD'S GOLD OUTPUT

THE world's gold output for 1918 totalled $405,000,000, a reduction of $23,000,000 over the figures of the previous year when the value of the gold produced was $428,380,000. The reduction took place in the United States, as despite war activities other countries fully maintained their production. At the opening of the year the world's stock of gold was placed at $9,675,000,000. Of this amount the United States owns $3,080,510,000, or approximately thirty-one per cent. Canada as a producer of gold is steadily climbing, but not so rapidly as in some other lines of mineral productions

BUY WHAT YOU NEED—NOW

THERE are still some merchants who are working under the mistaken impression, that a cessation of buying is a sign of profound wisdom and forethought. Sane buying is certainly an indication of sound business sense, but a complete cessation of buying, is merely clogging the wheels of industry, and engendering a feeling of hard times that will assuredly react on the merchant himself.

Of course, prices are going to decline. Everyone knows that, sooner or later. But you cannot change a world situation over night, you cannot replace world stocks of food in a day or a week, nor yet in months, and until these supplies are replaced, until there has once again been an accumulation of reserves, there is no likelihood of slumping prices.

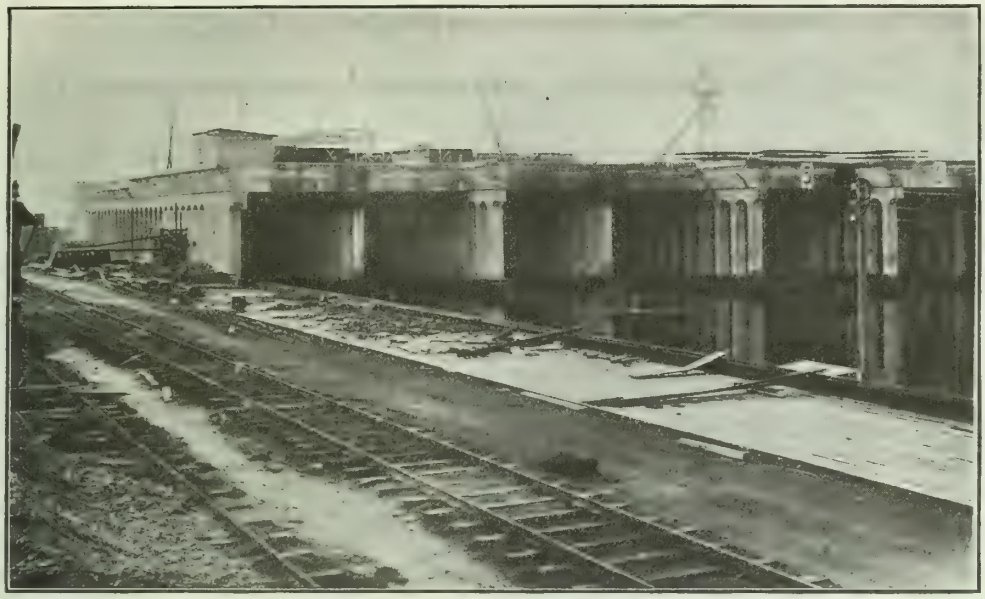
Declines there may be, and increases there may be, as the temporary conditions of the market warrant, but underneath and behind it all there is the outstanding fact of a world almost on the breadline after four years of war. The mere fact of the signing of the armistice, and the general feeling of security that this engenders, does not alter this great fact.

The merchant has little to fear if he buys wisely, and he has as much to fear if he does not buy at all. It is a foolish practice to disturb confidence, and to induce a stagnation of business, from a panicky condition of over cautiousness.

RESULTS OF PUBLICITY

THERE is nothing mysterious or wonderful about the big business built up by the mail order houses. On the contrary, their plan of action is very simple. They get the goods and then they take good care to let everybody for hundreds of miles around know about it. They make sure that everybody in every possible home they can reach knows all about the goods. They do this by advertising. There are hundreds of newspapers which will not accept mail order advertising and the mail order house tries to get around this disadvantage by its catalogues. This is another form of advertising. Advertising, however, is the whole secret of the selling success of these firms and there is a big lesson right here that the home merchant can learn and turn into profits. The mail order house realizes that it is terribly handicapped in the efforts it has to make to get business in many sections. The home town merchants if they are on the job can demonstrate the merchandise they have to offer. People can come in and talk things over with them and see the goods and compare sizes and prices. The mail order house, hundreds of miles away, cannot do this. its only salesman is its newspaper ad. or its catalogue description. It depends on these for the big percentage of its sales. One of the quickest and surest ways of destroying mail order competition is to fight it with its own weapons. The merchant who advertises and advertises intelligently, who has the goods and who is prepared to give service in his store can oust the mail order firms from his field every time. The mail order firm knows this and is tireless in its efforts to find out the towns where the merchants either do not advertise at all or use such small ads that they are non-effective. It is useless to try to accomplish with a toothpick a job that requires a crowbar. The mail order firm, when it comes to advertising, is prepared not only to use a crowbar, but to supply a travelling crane if the effort is worth while and it has demonstrated that it pays and pays well.

Current Events in Photograph



Bomb-Proof Sheds for Hun U-Boats

The destruction wrought by the Allied airmen in the vicinity of Bruges, especially where the German U-boat fleet was quartered, was so great that the Huns spent large sums of money in constructing the bomb-proof sheds shown in the picture. These were built for no other reason than to minimize the losses caused by the aviators.

British Goods Off Market For Some Time

Toronto Grocery Broker, Recently Returned From the Old Country, Speaks of Conditions Obtaining There—Does Not Expect Any British Goods in Market Till Fall

E. A. LANGLEY, of Maclure and Langley, grocery and specialty brokers, Front Street, Toronto, who has recently returned from a two months' visit to England, does not think that the English manufacturer will be a commercial factor on this market for some time to come. It is possible, he thinks, that people wanting certain goods of British manufacture may be able to secure them by paying exorbitant prices, but the possibility of British food products becoming general on this market again within the next few months is anything but probable.

"There are a number of factors that influence these conditions," stated Mr. Langley, "but probably the greatest is the disturbance in labor conditions. These food producing firms have been combed of their man-power time and time again, and in many instances are now manned with far from competent help. It is true that soldiers are being discharged very rapidly now, but these men have come direct from the front and are not in a condition to step right back into their old positions, and moreover they are showing no tendency to do so. The labor situation in the British Isles is far more serious at the present time than many people realize, and until this has righted itself business cannot return to normal.

"Then there is the fact that many raw products are still unobtainable or prohibitive in price, and this halts the whole business. Many jam manufacturing and confectionery firms who for the first time in several years received in February 100 per cent. of their requirements of sugar, were compelled to return a proportion of this to the Government because they could not obtain other materials to enable them to return to a 100 per cent. output."

In regard to confectionery Mr. Langley thinks that it will be fall before any stocks will be available on this market. Rigid restrictions are still in vogue in regard to a great many commodities, and he does not think that the British people would, even if export were permitted, be inclined to look with any complaisancy on the export of products which they were unable to obtain in unlimited quantities at home. He does not think, therefore, that the British food manufacturing firms will be in a position to touch business in this country till late fall, though they are very eager to get into this market again.

THE PROPER HANDLING OF BROWN SUGAR

SOME housewives have complained that brown sugar is difficult to keep as it hardens in the bag and requires breaking up before it can be used on the table or mixed in cakes or sauces, and in many instances they have been inclined to blame the grocer or the quality of the sugar.

This trouble is easily avoided by giving the sugar proper care. Brown sugar must be kept in just the opposite way from granulated sugar which should be stored in a warm dry place. Brown sugar has naturally a little moisture which must be retained to keep it in good condition. In a brown paper bag in a warm dry pantry it will harden in a very short time.

Keep your brown sugar in a covered stone crock. If you have a cellar or cool pantry this precaution will be sufficient. If you must keep the crock in a warm kitchen wring out a clean white cloth in cold water, place it under the lid or in a cup or dish and keep this in the crock with the sugar. Brown sugar which has hardened can be restored to its original freshness by this method.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Charles Peters, of Baird & Peters, St. John, is spending the week in New York.

J. E. Charron, grocer, Montreal, has sold out.

R. Hamelin & Fils, Montreal, have dissolved partnership.

J. Dagenais & Co., general merchants, Farnham, have sold out.

A. Legault & Fils, grocers, Montreal, have dissolved partnership.

Beauchemin & Fils, groceries and hardware, Granby, have sold to Casavant & Tanguay.

Joseph and Charles Choquette, grocers, Montreal, have been registered under the name of Choquette Freres.

Mrs. Arthur Roy groceries and meats, Ste. Anne de Bellevue, has been registered under the name of J. A. Bebeau & Co.

Among those who suffered by the fire that recently swept through the town of Alberton, P.E.I., were J. E. Buck, M. M. Foley, general merchant, White & Pridham, general merchants.

The plans for a chain of retail grocery stores in St. John are progressing steadily, but have not yet reached the point where the promoters are ready to announce their plans in full. They expect, however, to have at least half a dozen stores in operation by May 1, scattered over the city so as to be in touch with every district. It is their intention to adopt the cash-and-carry principle as the foundation of the new venture. Some existing stores may be made part of the new venture.

ONTARIO

W. Burtch, Gormley, has sold out.

L. F. Frair, grocer, Ottawa, is dead.

D. Crossen, general merchant, Lawrence Station, has sold out.

John W. Wilson, Gormley, has sold out.

Wm. A. Hanna, grocer, Toronto, has sold out.

R. H. Beck, Ottawa, has sold to J. D. Lagrave.

Fannie Wolfe, grocer, London, has sold to Louis Wolfe.

A. Mills, general store, Eganville, has been succeeded by R. P. Mills.

Hillman & Milne, Port Burwell, has been succeeded by W. F. Milne.

W. G. Jones, general merchant, Beachburg, has been succeeded by W. Plimlott.

D. Deguire, grocer, Eastview Centre, had his store burnt out recently. The loss was covered by insurance.

H. A. Eggleston & Co., general merchants, Ancaster, have dissolved partnership. H. A. Eggleston continues the business.

Joseph T. Lemon, general merchant of West Lorne, has taken his son into partnership, under the style of J. T. Lemon & Son.

T. H. Estabrooks, of T. H. Estabrooks Co., Limited, St. John, N.B., was in Toronto the first three days of this week on a business visit to the Toronto office of the firm.

A corporation under the name of The Cook Cheese and Butter Manufacturing Co., Limited, has been granted incorporation in Ontario, to manufacture butter and cheese, with a capital of two thousand dollars.

W. J. Chambers, Toronto, Canadian representative of the American Steel Wool Co., leaves at the end of the week for Ottawa. He will spend the balance of this month in Ottawa, Montreal and Quebec City.

Richard McQueen, a resident of Brantford for 70 years, passed away at the General Hospital there recently. He conducted a grocery store on Albion street for half a century, and was a familiar figure in city life. A widow and three sons survive.

Capt. H. C. Cauldwell is erecting a new store building on the old Cameron hardware store site, Fort Frances. The building will be a fifty foot front, frame structure, and Mr. Caldwell intends opening a grocery as soon as it is completed.

A corporation under the name of the Port Dover Fish Company, Limited, has been granted an Ontario charter, to carry on the business of buying and selling fresh, frozen, salted and smoked fish; dehydrating meats, fish fruits and vegetables; manufacturing and selling ice; and operating a cold storage plant, etc. The head office of the company is at Port Dover, Ont.

H. Boswell-Reid, has taken over the canning factory until lately conducted by the late D. F. Hamlink. Mr. Reid has secured V. Chapman as manager of the concern and proposes to operate the factory to full capacity, adding other lines so as to make the factory an all-the-year round industry.

Mackenzie Robertson of the Belleville Creamery, Ltd., and the Bancroft Creamery, has purchased the Napanee creamery. It is the intention this year to manufacture whey butter besides regular butter. Last year's production at the Belleville and Bancroft factories totalled 600,000 pounds of butter.

WESTERN

Thomas Holmes, grocer, Prince Albert, Sask., is dead.

The Prince Albert Trading Co., Prince Albert, Sask., has sold out.

A. Matoff & Co., general merchants, Markinch, Sask., has sold out.

M. Janosky, grocer, Winnipeg, has been succeeded by Wm. Purich.

Joseph Asbell, general merchant, Moreland, Sask., has sold out.

J. C. McFarland of J. C. McFarland & Co., general merchants, Irma, Alta., is dead.

John Lloyd & Co., grocers and confectioners, Manitou, Man., have sold to Geo. Stacey.

McMillan Bros., general merchants, Newton Siding, Man., have sold to D. D. McLean

W. L. Kostynink, general merchant, Tolstoy, Man., has been succeeded by M. Ginsburg.

Robinson & McConnell, general merchants, Walpole, Sask., have dissolved partnership.

The Farmer's Supply Store, Howarden, Sask., has sold to F. Crenoweth, Dunkirk, Sask.

Sergt. E. J. Moore, who before going overseas with the 101st Battalion, was with his father in the Pioneer Store, Roseisle, Man., has been married in England, and expects shortly to return with his bride.

K. B. Reimer Company, general merchants, Steinbach, Man., have taken over the general store business formerly operated under the name of K. B. Reimer and the hardware business of Jacob F. Backman.

LATE CLYDE B. EPPS' REMAINS BROUGHT EAST

The remains of the late Clyde B. Epps, who, up until October last, represented Proctor and Gamble Distributing Co. of Canada, Ltd., in various territories, arrived at Guelph recently and were interred in the family plot in the Union Cemetery there. The late Mr. Epps died in Regina, Sask., some time ago, following an attack of pneumonia, but was only brought East recently. The late Clyde B. Epps was greatly respected and admired by a wide circle of friends, and his loss is keenly felt by them and the company whom he represented. H. D. Elliott, of Hamilton, and F. W. Wade, of Toronto, represented the sales department of the company at the funeral in Guelph.

STEWART MENZIES DIES IN LONDON

Stewart Menzies, head of Stewart Menzies & Co., Toronto, grocery brokers, died from influenza in London, England, while there on business, on February 26th. Mr. Menzies was very well and favorably known to the trade and his connection was Dominion wide. His death will be a real loss to his many friends both in the trade and out.

CANADIAN MANAGER OF QUAKER OATS CO. DIES

W. H. Denham Passes Away in Chicago After a Protracted Illness

W. H. Denham, who, since the establishment of the Quaker Oats Company's plant at Peterborough, has been manager of that concern, died in Chicago on Tuesday morning of this week.

He had been ailing for some time, and some time ago he was taken to Florida in the hopes that the trip would benefit him. He grew gradually worse, however, instead of better, and his death was not unexpected.

He is survived by his wife. One son. Donald, died about four months ago, following an attack of pneumonia, and it is believed that his intense sorrow over this loss contributed to a great breakdown that resulted in his death.

Mr. Denham came here from Akron, Ohio, with the establishment in Peterborough of the Quaker Oats Company, and supervised the evolution of the Peterborough plant from its original modest beginning to a three-million-dollar plant, as it stands to-day.

The funeral was held at Akron, Ohio, on Thursday. Geo. A. Macdonald, sales manager for Canada, was present at the funeral.

D. A. GORDON PASSES

Prominent Wallaceburg, Ont., Citizen Called by Death, was Prominently Connected With Leading Industries

D. A. Gordon, a prominent citizen of Wallaceburg, Ont., and formerly Liberal member for West Kent in the Dominion House, died at Braithwaite, La., where he has resided for some time past. He was born in Wallaceburg in 1858 and had been identified with the progress of the town throughout his business life. He first started the stave business there, and in 1883 went into partnership with James Steinhoff. In 1896 the Sydenham Glass Works was started, and the next year he became its managing director. Then he became interested in the Dominion Sugar Co., and was instrumental in having the plant located in Wallaceburg, at which time he became president. The glass works are now part of the Dominion Glass Company, and the sugar plant is part of the Dominion Sugar Company. He was also interested in the brass works and the Wallaceburg Cut Glass Works. For some time he had been devoting his attention to lumber holdings in the South.

He will be buried at Wallaceburg.

FRASER, VIGER AND CO. GOING OUT OF BUSINESS

Have Been in Business in Montreal for Sixty-Three Years

Fraser, Viger and Company, Ltd., St. James Street, Montreal, whose "Italian warehouse," as the St. James Street store was called, was established in 1856, thus making it one of the oldest, if not the oldest grocery business in Canada that is yet in existence, have given notice over the signature of the president Geo. A. Fraser, that they are retiring from business, and it is expected that the store will be closed by May 1.

The decision of the company to cease operations will come as a great surprise to the trade who have come to look upon the store as one of the established institutions of the city of Montreal.

A. PERRAS.

Of S. J. Major, Ottawa, who is on the Executive of the Ontario Wholesalers Grocers' Association for the coming season.

CANADIAN GROCER IN CALIFORNIA

Allen McIntyre, a retail grocer of St. Johns, New Brunswick, Canada, who is making a tour of the Pacific Coast for the first time, called on us Tuesday, this week for an interchange of grocery conditions. An enthusiast in Association work, Mr. McIntyre congratulated us on the efficiency of our California State Association and its affiliating locals. He accompanied us to the Hardware Dealers' Convention and the weekly luncheon of the Rotarians at the Palace Hotel.—"Retail Grocers' Advocate," San Francisco.

WHOLESALE GROCERY HOUSE BURGLARIZED

Burglars recently broke into the wholesale grocery house of W. T. Harris & Co., Second Ave. East, Owen Sound, Ont.

When the warehosue was opened in the morning it was found that someone had been in during the night, and an examination showed that they had gained entrance through a window at the rear, leading into the basement. It is not thought that they carried much away.

CLAIMS $8,000 DAMAGES

J. Cuthbertson Doyle, secretary of the Retail Merchants' Association, who was in Charlottetown recently presented to the Halifax City Board of Control, claims for riot damage amounting in all to $8,502.35. He said the claims were those of members, directly or indirectly, of the restaurant section of the association, and he submitted there was with the city a moral, if not legal, responsibility to make good the losses, and he simply presented the statements as submitted to him. He referred particularly to the amount of money actually stolen, amounting to $600 from two of the cafes alone. The total claim is from five of them.

HARRY HORNE CO. ABSORBS LITSTER PURE FOOD CO.

Takes Over Assets and Premises of the Litster Company and Will Continue the Manufacture of the Lines They Sold

The Harry Horne Co., Ltd., Toronto, have purchased the entire assets of the Litster Pure Food Co., Ltd., and will in future handle the lines manufactured by this company in addition to their own established lines. The Harry Horne Company, needing more commodious quarters, has moved from its old address, 309-311 King Street West, to the premises formerly occupied by the Litster Pure Food Co., 1297-99 Queen Street West. The Montreal address of the firm will be the Lindsay Building, and the Winnipeg address, the Maltese Cross Building.

SIMCOE, ONT., MERCHANTS ADOPT EARLY CLOSING

After about twelve or fifteen years in attempting to arrive at a mutual agreement regarding a closing hour, the merchants of Simcoe, Ont., at last succeeded in getting the majority of the business men to sign a petition to the town council, asking them to give us a compulsory by-law, closing all stores at the hour of seven o'clock every evening, excepting evenings before holidays, and evenings during December from the 1st until the 23rd, and Saturday evenings. We have now had this in operation for about nine months and have found it to work out advantageously.

An amendment to the original by-law passed recently exempts barber shops, fruit stores, confectionery stores from the by-law, and they may remain open. The by-law allows open shop on Wednesday nights and nights of county fair days and days of race meets at the agricultural grounds.

At first there was considerable hard feeling amongst the merchants who did not see eye to eye with the large majority, but, however, some of those that were the most opposed to the by-law are now its warmest friends. Previous to being able to secure this law merchants had kept their stores open fifteen, sixteen, and in some cases seventeen hours a day and night, each one waiting until the other one went home. They are now hoping that it is an established thing for the rest of our natural lives, for they feel it is a step forward. There was quite a feeling of timidity at first that perhaps it was a mistake, but after the nine months' trial this is gradually wearing off and the merchants are enjoying their release from bondage. All classes of trade are included, with the exception of those released, whose business seems to be largely a night trade.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

COFFEE markets continue their tendency towards higher levels, and it looks now as though a general revision upward in prices to the trade must soon be necessary. Stocks in hand in Canada are becoming pretty well depleted, and new arrivals just about due have been bought at figures which will mean a probable advance of about four cents per pound.

Tea seems to be holding its own, and whereas freight rates which have been quite a factor in the cost are lower, the markets at primary points have advanced, more than offsetting the decline in transportation rates. It is understood there have been some fairly substantial parcels exported from Canada, and it would not require much of this business to place the tea trade in excellent shape as regards supplies.

MONTREAL—Among the declines of the week is one of one cent per pound for ground sulphur. Shelled peanuts also are lower, and salted too. Pearl barley and oatmeal are quoted less, while gluten feed is less by $2 to $3 per ton. Crated tomatoes are also lower to the extent of $2 per crate. Spices are easier in New York, but unchanged here and firm at primary points.

Among the advances noted is one for glucose of 35c per 100 pounds. Raisins are also up one cent at growing points. Oats and barley are marked up again this week also, and walnuts registered an advance in one quarter.

Canned fruits are steady, enquiries coming from Europe for supplies, but these surplus stocks seem to be short. Coffees and teas are steadily firm, and sugar is steady and unchanged.

There is, if anything, a better spirit in trade circles, and a gradual bettering of trading is being brought about.

TORONTO—The cereal situation seems to be slightly improved, the markets on grain, though fluctuating a great deal, tending gradually upward. This has not affected rolled oats so much, on which there is a wide range of prices, but corn cereals seem in a much steadier position.

A decline of 7c per pound in one line of tobacco and 3c in another has been made this week. Peanut butter is lower. Steel wool is being quoted, and higher prices have been named on washboards.

Lima beans have sagged substantially, and general outlook on beans show little of interest. Rice shows up somewhat firmer, and some grades Japan rices are becoming scarce.

WINNIPEG—Bean markets are decidedly weak, and further reductions seem due at an early date. Rice is holding firm, with Siam reported scarce.

The tea trade is ruling with a firmer undertone, the possibility of export trade with high prices asked at primary points being factors to stabilize the markets materially.

Oranges have advanced in price, and grapefruit are ruling quite high, with arrivals of both lines good and consuming demand splendid. Apples are high in price and none too plentiful.

QUEBEC MARKETS

MONTREAL, March 12.—With indications pointing to a resumption of freer buying, the trade is taking on a renewed lease of life, and it is fully expected that ere many weeks pass, there will be general activity in the grocery trade. Several changes have been made during the week.

Ground Sulphur Down; Sal Soda Up

Montreal.

GROUND SULPHUR, SAL SODA.—There is a lower quotation in one quarter on ground sulphur, the reduction being one cent. per pound, and sales being made at 3c to 4c per pound according to the quantity. Sal soda, in boxes containing 60 pounds, is up 5c and is selling at $1.80 for this size box.

Strikes May Affect Sugar Deliveries

Montreal.

SUGAR.—While there has been a steady and satisfactory delivery of raw sugars to the various refineries, the strike situation at New York is viewed with some misgivings. There would seem to be a temporary adjustment of difficulties there, but labor unrest does not seem to be any less from day to day. There has been some labor trouble in Cuba also, but up to this writing the sugar refiners are able to make good deliveries. Prices are without change and the undertone is steady, with a fair amount of business passing.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55

Yellow, No. 2 (Golden)	9 45-	9 55
Yellow, No. 3	9 35-	9 45
Powdered, barrels	10 05-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	18 85-	10 95
Do., 2-lb. pack.	11 95-	12 05
Paris lumps, barrels	-	10 55
Paris lumps (100 lbs.)	-	10 65
Paris lumps (50-lb. boxes)	-	10 75
Paris lumps (25-lb. boxes)	-	10 95
Paris lumps (cartons, 5-lb.)	-	11 70
Do., (cartons, 2-lb.)	-	12 45
Crystal diamonds, barrels	-	10 55
Crystal diamonds (boxes 100 lbs.)	-	10 65
Crystal diamonds (50-lb. boxes)	-	10 75
Crystal diamonds (25-lb. boxes)	-	10 95

Good Movement Canned Fruits

Montreal.

CANNED GOODS.—Locally there is a fair movement of canned goods in a general way. It is said that many of the retailers have excess stocks of some lines, and at the same time investigation among retailers reveals the fact that there has been a good sale for canned goods lately. From Europe there is a steady request for fruits, and this is partly because of the fact that the English market is a popular one for canned fruits. There does not appear to be enough of these to go around, and prices are steadily held.

Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	....	4 62½
Do., ½-lb. flats	....	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.	....	2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	7 00
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Scotch Snack, No. 1, dz., Montreal	....	2 50
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)	....	6 75
Clams (river) (1 lb.), doz.	....	2 25
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)	....	2 45
Corn (on cob), gallons	....	7 50
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 35
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 85	1 90
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75

Specialties		Per gal.
Olive oil (pure), 1 gal. tins	....	7 50
Do., ¼ gal. tins	....	8 00
Do., 5 gal. tins	....	7 00
Tomato Paste, 100 tins (case)	....	32 00
Do., 200 tins (case)	....	33 00
Do., 12-10 lbs.	....	39 00
Salad oil (bbls. 50 gals.), gal.	....	2 50
Olives (in bls, 49 wine gals.), gal.	....	1 35
Olives, Queen, gal.	....	1 45

Small Lots Beans Are Selling

Montreal.

BEANS.—Grocers are generally buying in small quantities and this is probably due to the fact that the surplus in the market is so large, lower prices being constantly looked for. Occasionally a car lot is sold, but the demand is light for the most part.

Beans—		
Canadian, hand-picked, bush.	4 50	5 00
British Columbia	4 50	5 00
Brown Beans	4 50	5 00
Japanese	5 00	5 50
Yellow Eyes	....	5 50
Lima, per lb.	0 17	0 19
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	6 50	7 00
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	....	4 00
Barley, pearl, per bag 98 lbs.	....	7 25

Glucose Advances 35c; Syrups Unchanged

Montreal.

MOLASSES, SYRUPS.—There is a fairly steady, though light demand for molasses and prices are unchanged. Glucose has advanced a full 35c per 100 pounds, and this will affect the users of this product to a material extent. There are no further changes in this direction. Syrups are steady and in light demand.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 06¾
Half bbls.	....	0 07
Kegs	....	0 07¼
2-lb. tins, 2 doz. in case, case	....	4 55
5-lb. tins, 1 doz. in case, case	....	5 15
10-lb. tins, ½ doz. in case, case	....	5 85
20-lb. tins, ¼ doz. in case, case	....	5 80
2-gal. 25-lb. pails, each	....	2 00
3-gal. 38½-lb. pails, each	....	3 15
5-gal. 65-lb. pails, each	....	5 25
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 05
5-lb. tins, 1 doz. in case, case	....	5 65
10-lb. tins, ½ doz. in case, case	....	6 35
20-lb. tins, ¼ doz. in case, case	....	5 30
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	....	7 00
Barrels, per 100 lbs.	....	9 75
Half barrels, per 100 lbs.	....	10 00
Glucose, 5-lb. cans (case)	....	4 80

Barbadoes Molasses—	Prices for Island of Montreal
Puncheons	1 03
Barrels	1 06
Half barrels	1 08

For outside territories prices range about 3c lower.

Rice is Steady; Sales Moderate

Montreal.

RICE, TAPIOCA.—There is a seasonably fair sale for rice, but beyond this there is no feature of outstanding interest. Slight readjustments are made from time to time, and it is pointed out that the supplies on spot are much smaller than they were. Tapioca is unchanged.

Ice Drips—Japan (per 100 lbs.)	....	11 25
Carolina	13 00	13 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Rangoon "B"	8 70	9 25
Rangoon CC	8 40	8 85
Mandarin	....	10 00
Pakling	8 60	8 70
Tapioca, per lb. (seed)	....	0 11½
Tapioca (pearl)	....	0 11½
Tapioca (flake)	....	0 11

Shelled Peanuts Less; Walnuts Up

Montreal.

NUTS.—The tendencies on shelled peanuts are weaker and the range on No. 1 Spanish is down to 15½ to 16 cents per pound. Salted Spanish also are less and the range is given at from 21 to 22 cents. Walnuts are higher, the range being from 72½ to 75 cents for shelled, and the quality of these is said to be very uncertain.

Almonds (Tara), per lb.	0 28	0 31
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 23	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 14	0 15
Shelled, No. 1 Spanish	0 15½	0 16
Salted Spanish, per lb.	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Raisins Firming; New Figs Arrive

Montreal.

DRIED FRUITS.—There is a decided tendency to firmness on raisins, and prices at growing points have advanced, some state, one cent per pound. It is not improbable that there will be a firming here and changes of an upward nature are not improbable. The British Government has been making heavy purchases in California, and one importer stated to CANADIAN GROCER that practically all the seedless raisins had been secured. Some new figs in boxes are received and cooking figs, too, have come in. The same are quoted on a somewhat lower basis than old stock, but they are still above the low range.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	....	0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 21	0 23
Faced	....	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 1s, case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $8.75.		
crown, $7.50; 6 crown cluster, $7.00-		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½

Malaga Raisins (5½-lb. bxs), 3 cr.	....	1 75
Do., 5 cr.	....	2 25
Muscatels, loose, 3-crown, lb.	....	0 15
Do., 4 cr.	....	2 00
Muscatels, loose, 2-crown	....	0 14
Do., 6 cr.	....	2 75
Choice seeded, 12 oz.	....	0 10¾
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
$5.50; 4-crown cluster, $6.50-$6.75;		5
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do., new	....	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	....	7 00
Do., Dromedary (36-10 oz.)	8 00-8	50-8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (new), 100 to case	....	11 00
Figs (layer), 10-lb. boxes	1 90	2 40
Figs (mats)	0 16	0 18
Figs (cooking), 50-lb. boxes, lb.	....	0 16
Prunes—		
Santa Clara	0 80-0	90-0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	....	0 14½
90-100s	0 13	0 14
20-30s	....	0 25
30-40s	....	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 16	0 17
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	....
100-120s	....	0 10½
Oregon, 30-40s	....	0 15½
50-60s	....	0 13½
60-70s	....	0 17½
70-80s	....	0 16½

New York Spice Market Weaker

Montreal.

SPICES.—It cannot be said that there is a real activity of trade in this line. There are numerous orders from time to time of small proportions, and the trade is not inclined to stock heavily. At New York the markets are somewhat unsettled and some business has been done on a much reduced basis in some lines. On the other hand costs on most commodities at growing points are steadily maintained on a higher basis.

Allspice	0 20	0 22
Cassia (pure)	0 40	0 45
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 39	0 40
Ginger (Cochin or Jamaica)	....	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	....	0 30
Cinnamon, per lb.	....	0 35
Mustard seed, bulk	0 36	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Honey is Held And Goes Well

Montreal.

HONEY, MAPLE PRODUCTS.—There are no changes of price for honey, and, considering the ample supplies, this market has held particularly well and very steady. Sales, now that Lent is here, will be even better. There is very little to say regarding maple syrup and sugar, and supplies are not heavy. Quotations are unchanged.

Maple Syrup—		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 28	0 30
Honey, Clover—		
Comb (fancy)	....	0 30
Comb (No. 1)	....	0 28
In tins, 60 lbs.	....	0 26
30-lb pails	....	0 27
10-lb. pails	....	0 28
5-lb. pails	....	0 28
Honey—Buckwheat, tins or bbls.	....	0 23

Steady But Quiet is Coffee Market

Montreal.

COFFEE, COCOA.—There is a steady demand for coffee in a general way, but the movement is pretty closely confined to present needs. The basis is fully maintained from a price standpoint and this is practically the same condition as prevails at New York. Cocoa selling is satisfactorily active and the basis remains without change.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 32	0 35
Maracaibo, lb.	0 34	0 36½
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 35	0 37
Santos, lb.	0 34	0 36
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Latest Advices Say High Teas

Montreal.

TEAS. — Several things serve to strengthen the contentions set forth from time to time that there will be a continued strong tea market. A large operator just reaching Japan has cabled that all indications for best Japans are toward firmness. In addition to this fact it is stated that considerable shipment of some poorer grade teas has been made to Europe, via New York, the amount going forward being placed at around 3,000,000 pounds within the past two weeks.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	....	11 20

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Barley is Down; Oatmeal Shaded

Montreal.

CEREALS.—While it cannot be said that the cereal markets are particularly active, there is a steady outgo of supplies in a limited way. Prices have been shaded somewhat on oatmeals, and the range is narrowed to $4.75 to $4.90. Rolled oats are unchanged. Pearl barley has been reduced a full cent per pound in one quarter and the range here is now $6 to $6.50 per 100 pounds.

Self-raising Flour		
3-lb. pkgs., doz.	....	2 25
5-lb. pkgs., doz.	....	5 60
Cornmeal, Gold Dust	5 00	5 40
Cornmeal	3 20	4 15
Barley, pearl	6 00	6 50
Barley, pot, 98 lbs.	....	4 00
Barley (roasted)	....	7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 60	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut	....	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 30	4 50
Rolled oats (family pack.), case	....	5 60
Rolled oats (small size), case	....	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	....	6 00
Packages, 20 in case (family pack.)	....	5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Wheat Flours Slow; Little Promising

Montreal.

WHEAT FLOURS.—There is a continued dearth of large orders and the mills are not operating to capacity in any sense. The domestic needs are readily taken care of and export business does not seem to have opened up to any great extent.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	....	11 00
Per bl., in (2) cotton bags, 98 lbs.	....	11 16
Small lots, per bbl. (2) jute bags, 98 lbs.	....	11 30

Feeds Are Steady But Very Slow

Montreal.

FEEDS.—There is usually a fairly good demand at this season of the year for mill feeds but this cannot be reported at the present time. Prices are maintained on bran and shorts, and, in sympathy with the higher prices for barley and oats there is naturally a firming of special feeds. Gluten feeds, on the other hand, have declined $3 to $4 per ton.

FEEDS		
Shorts—		
Mixed cars	....	$42 25
Straight cars	$44 50	47 00
Bran—		
Mixed cars	....	40 25
Straight cars	43 00	45 00
Crushed oats	54 00	60 00
Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	....	52 00
F.O.B. Fort William	....	48 00

Hay is Steady; Oats; Barley Up

Montreal.

HAY AND GRAIN. — The demand from Government account is steadily good for best hay and prices are maintained. There is still an advancing grain market, oats and barley being marked up this week two to five cents per bushel.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton	....	$25 00
Do., No. 2	....	24 00
Do., G. M.	....	23 00
Do., No. 3	....	22 00

Straw		10 00
No. 2 C.W. (34 lbs.)		0 86
No. 3 C.W.		0 80
Extra feed		0 81
No. 1 feed		0 78
No. 2 feed		0 73
Barley—		
No. 3 Extra		1 09

Note:—These prices are at elevator and bags and bagging are not included.

Fruit Market Rather Quiet

Montreal.

FRUITS.—There is very little this week in the way of change. Oranges and bananas are fairly steady and quite active, while apples are finding a ready sale in the smaller boxes and baskets, and prices on these are steadily high.

Apples		
Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1		10 00
Greenings	8 00	10 00
Spys	8 00	12 00
Russets	8 00	10 00
Kings, No. 1	8 00	10 00
Wagners		8 00
Apples (in boxes)		4 25
Winesaps (box)		4 75
Bananas (fancy large), bunch	5 00	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		**16 00**
Do., (med.)	**7 50**	**8 00**
Grapefruit (fancy Porto Rico)	**4 75**	**5 00**
Lemons (fancy new Malagas)		**6 00**
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		**4 00**
Pears, California (110 size)		**5 50**
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)	7 00	7 50
Oranges, Calif. (100-126)	7 00	7 50
Oranges (Mexican)		5 00

Crate Tomatoes Down Two Dollars

Montreal.

VEGETABLES.—There is but one change this week in the vegetable list, that of a reduction of $2 to $2.50 per crate for imported tomatoes. The potato situation is without material change from day to day, some expecting declines while others are of the opinion that there are many inferior potatoes in the market, which, if true, might firm the market for the better ones.

Beans, new string (American) basket		5 00
Beets, bag	0 75	1 00
Brussels sprouts, quarts		0 25
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.	1 50	1 75
Cabbage, doz.		1 00
Carrots, bag		1 00
Celery (Wash.), doz.		2 50
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		3 00
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		1 50
Parsley (Canadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal new (90-lb. bag)		1 50
Potatoes (New Brunswick), bag.	1 50	1 75
Potatoes (sweet), hamper	3 50	
Romane		0 50
Spinach, box		1 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates	8 00	8 50
Watercress (Can.)		0 60
Spinach, bbls.		4 00

ONTARIO MARKETS

TORONTO, March 12.—Lower prices have been named on molasses this week. A decline of 7c per pound in a couple of lines of tobacco has also been made. The cereal market maintains a fairly steady basis. Apples are becoming cleaned up fairly well with prices on available supplies ranging high. Oranges have soared higher, with grapefruit holding at firm levels. Onions have advanced sharply, and potatoes show a little firmer tone owing to export movement.

Sugar Demand Shows Improvement

Toronto.

SUGAR.—The demand locally is becoming better, and in view of the harbor strike at New York and troubles with labor in Cuba, the outlook for supplies from that source has just an element of uncertainty. Locally the trade has not been affected as yet, supplies being ample and no disturbing factors yet apparent.

Atlantic, extra granulated	$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated.	10 27
Can. Sugar Refinery, extra granulated.	10 27
Dom. Sugar Refinery, extra granulated.	10 27

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Tobacco Shows Decline of 7c

Toronto.

TOBACCO, ETC.—W. C. Macdonald, Reg'd., Montreal, announced on March 7, and effective that day, a reduction of 7c per pound on their brand of "Crown" chewing tobacco; also a reduction of 3c per pound on "Index" smoking tobacco. American steel wool, cleaner and polisher is being offered to the trade, the No. 0, packed twelve 15c packages in display carton, being quoted at $1.20 per dozen packages. Pure cider vinegar XXX is quoted at 40c, and XX Extra at 37c per gallon. Bowes' peanut butter is lower, 1 pound lithographed tins in cases of 3 dozen being quoted at $3.50 per dozen; No. 2 lithographed tins in cases of 2 dozen being quoted at $6 per dozen, and 24 pound lithographed pails being quoted at 23c per pound.

Molasses Shows Decline; Syrups

Toronto.

MOLASSES, SYRUPS.—A decline amounting to 50c a case on the No. 2 tins has been made in the price of gingerbread molasses this week. The new prices which have been adopted on this grade are as follows: No. 2 tins, 2 dozen in case, $3.50 per case; No. 3 tins, 2 dozen in case, $4.70 per case; No. 5 tins, 1 dozen in case, $3.75 per case; No. 10 tins, ½ dozen in case, $3.60 per case. There have been no new developments in regard to corn or cane syrups. Business is just a little quiet and markets are holding steadily.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, ½ doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, ½ dz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.		3 50
Tins, No. 3, baking grade, case of 2 doz.		4 70
Tins, No. 5, baking grade, case of 1 doz.		3 75
Tins, No. 10, baking grade, case of ½ doz.		3 60
West Indies, 1½s, 48s		6 95

Canned Goods Holding Steadily

Toronto.

CANNED GOODS.—A fairly steady market is shown in canned goods with some very good sales reported. Stocks are good but export movement is gradually bringing supplies available to a much better basis. Prices show little variation.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s		1 75

Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	....	2 35
Pumpkins, 2½s	0 90	1 00
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 28½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Citron Peel Lower; Dried Fruits Scarce

Toronto.

DRIED FRUITS.—A lower price has been named on Wagstaffe's citron peel this week in some quarters, 47c per pound being the figure quoted in 12 pound boxes. Apricots are firmer at the coast and indications seem to point to a high market in all dried fruit lines with available supplies small.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	....	7 00
Dromedary dates, 3 doz. in case	....	8 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11¾	0 12½
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 14½	0 15
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Tea Situation Showing Improvement

Toronto.

TEAS.—The outlook is better, dealers reporting a greater buying interest apparent and situation shows steady improvement. The market rules with a firm undertone.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 49	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Higher Coffee Prices Coming

Toronto.

COFFEE.—Higher coffee prices seem just about due. Present stocks are pretty well cleaned up and new arrivals will be invoiced at figures which will mean advances locally of pretty close to 4c per pound. There is a very good movement of coffee and the situation is quite satisfactory.

Coffee—		
Java, Private Estate	....	0 45
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38

– Tuthill in St. Louis "Star"

The delegate from Ireland sends in his card.

Guatemala, lb.	0 36	0 37
Maracaibo, lb.	0 34	0 35
Mexican, lb.	0 38	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.	....	0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chicory, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Marking Time Attitude in Spices

Toronto.

SPICES.—The attitude in spices seems to be one of marking time. The demand is showing improvement and outlook generally is satisfactory.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar		
French, pure	0 90	1 00
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	....	6 75

Nut Markets Maintain Strength

Toronto.

NUTS.—The markets generally are strong and as they apply to walnuts supplies are considered small. New Brazils should be available at an early date and prices will be lower. Filberts are strongly held.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 19	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 78	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Japan Rices Hard to Get

Toronto.

RICES.—Stocks of Japan rices seem to be getting pretty well cleaned up with opportunity of replacement none too good. Prices generally seem fairly steady.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	....	12 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	....	9 00
Do., Simiu	....	11 00
Do., Mujin, No. 1	....	10 50
Do., Pakling	....	10 00
Tapioca, per lb.	0 13	0 14½
White Sago	0 13	0 14½

Lima Beans Go Lower

Toronto.

BEANS.—Lima beans are being quoted at 12½c per pound, spot delivery, and 10c per pound for delivery in about six weeks time. The market on other grades shows little change and the demand as yet is small.

Ontario, 1-lb. to 2-lb. pickers, bu.	$....	$4 00
Do., hand-picked	....	4 50
Japanese Kotenashi, per bush.	....	6 50
Rangoons, per bushel	3 75	3 90
Limas, per pound	0 12½	0 14

Little New in Package Goods

Toronto.

PACKAGE GOODS. — The situation generally in all lines of package goods is without change. Business is fairly good and prices unchanged.

PACKAGE GOODS		
Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case.	....	4 35
Wheat Flakes, 24s	....	5 20
Cornstarch, No. 1, lb., cartons	....	0 11
Do., No. 2, lb. cartons	....	0 09½
Laundry Starch, in 1-lb. cartons.	....	0 11¼
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes.	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 20

Honey Weak; Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—The market on maple syrup remains weak and unchanged. Sales are small and stocks heavy. So far as can be learned, outlook for maple syrup is none too promising. Some has been offered at various points selling as high as $3 per gallon.

Honey—		
Clover, 2½-lb. tins	....	$0 28
5-lb. tins	....	0 27
10-lb. tins	0 25	0 26
60-lb. tins	0 25	0 26
Buckwheat, 60-lb. tin, lb.	....	0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	....	....
No. 2, 5-lb. tins, 12 to case	....	....
No. 3, 2½-lb. tins, 24 to case	....	....
No. 3, 32-oz. bottles, 24 to case	....	....
Gallon tins, Imperial, per gal.	....	....
5-gallon tins, Imperial, per tin	....	....
Barrels, 25 or 40 Imp. gals., gal.	....	....

Apples Scarce; Oranges Move Up

Toronto.

FRUITS.—Local apples are becoming pretty well cleaned up, and any boxed apples offered at the coast are higher than selling prices on stocks here. Prices on oranges are moving higher and offerings are running to large sizes. Indications are that crop of navels free from frost damage is none too large. Seedlings and sweets are not expected for another couple of weeks, with crop said to be short. No Valencias are looked for before the end of April. Grapefruit are coming principally from Cuba with some uncertainty manifest regarding deliveries owing to harbor strike at New York. Lemons are selling well with a steady market showing. Some pineapples are coming along by express but are not generally expected in volume for about a month. Reports state that Porto Rico pines may run a greater proportion to small sizes than last year. Range of prices locally follow:

Apples—			
Do., Rome Beauty, box		3 50	3 75
Do., Winesaps, box		....	4 25
Do., Spys, box		....	3 50
Do., in Barrels.	No. 1	No. 2	No. 3
Spys	10 00	9 00	....
Bananas, per lb.		....	0 07½
Grapes—			
Do., Malagas, bbl.		13 00	14 00
Grapefruit—			
Florida, 46s		....	4 75
Do., 54s		5 00	5 75
Do., 64s		....	5 50
Do., 70s		....	6 00
Do., 80s, 96s		....	6 50
Do., 126s		....	6 00
Cuban, 54s		4 50	5 25
Do., 64s		5 00	5 50
Do., 70s, 80s		....	5 50
Oranges—			
California navels, 100s		5 50	6 00
Do., 126s		....	6 25
Do., 150s		....	6 50
Do., 176s		6 50	6 75
Do., 200s, 216s, 250s		6 50	7 00
Do., 288s		....	6 50
Lemons, Cal., 300s, case		....	5 00
Pears, Cal.		....	5 50
Pineapples, 24s, 30s, case		....	8 00
Strawberries, box		....	1 00

Cabbage Scarce, High; Onions Up

Toronto.

VEGETABLES.—Cabbage is reported as rather scarce with prices tending upward; all imported lines are very high. Onions show a further advance, there having been quite a movement to United States points, though this trade seems temporarily satisfied. There has been some buying of potatoes for United States markets and this is tending to firm markets here.

Beets, bag	....	0 65
Cabbage, Can., bbl.	$....	$1 75
Do., Cal., 80-lb. crates	....	4 50
Carrots, bag	....	0 65
Cauliflower, Cal., case	4 50	4 75
Do., Do., pony crate	....	2 50
Celery—		
Do., Cal., 6 to 10 doz.	....	13 50
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head, Cal., 5 doz. boxes	....	6 00
Do., Do., Florida, large hampers	....	7 00
Do., leaf, dozen	0 30	0 35
Onions, Can., Yellow, 75-lb. bag.	....	2 75
Do., Do., 100-lb. bag	....	4 00
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	0 65
Potatoes, sweet kiln dried, hamper	....	3 50
Potatoes, Ontario, bag	....	1 25
Do., N.B., Delawares, bag	....	1 75
Spinach, Louisiana, bush. hamp's	....	3 00
Tomatoes, Florida, 6 baskets to case, case	7 50	9 00
Turnips, bag	....	0 65

Flour Situation Clouding Up

Toronto.

FLOUR.—Export business in volume is still lacking and the situation is becoming clouded up again. The mills report stocks as very heavy and in its present condition outlook is not promising.

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Mill Feeds Fairly Active

Toronto.

MILL FEEDS.—A very fair amount of activity continues to manifest itself in mill feeds with prices holding at unchanged levels.

	In carlots, track	
Bran, per ton	....	$40 25
Shorts, per ton	$42 00	....

Cereals Hold in Steady Position

Toronto.

CEREALS. — A somewhat steadier tone to the market in cereals is shown though rolled oats are being quoted at a wide range of prices. Corn cereals are slightly firmer, the grain, though fluctuating, generally tending upward. Range of quotations to-day follows:

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	....	4 25
Do., fancy yellow, 98s	....	3 75
Corn flour, white, 98s	....	4 50
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	4 50
Hominy, pearl, 98s	....	4 25
Oatmeal, 98s	4 45	4 55
Oat Flour	....	4 50
Rolled Oats, 90s	4 00	4 10
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	....	8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	5 50
Blue peas, lb.	....	0 10
Linseed Meal, 98s	....	6 75

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

WINNIPEG, March 12.—The sugar situation shows little change, with demand as yet comparatively small. The canned goods situation is causing some speculation, and some factors look for a marked scarcity to develop before new pack goods are available. The bean market continues weak, whereas rice shows signs of strengthening.

Sugar Shows No Signs Weakness

Winnipeg.

SUGAR.—The representative of one of the leading sugar refineries in Canada speaking on the sugar situation this week, stated that the market was very quiet indeed. The trade generally were expecting a slump, and for that reason there was very little buying. Personally, he did not see how there could possibly be a decline before July, unless there was a marked drop in wages and in freight rates, which was unlikely. He pointed out that refiners had purchased their raws for a year ahead, so that there could not be any decline from that source. In view of this fact, he expected the demand for sugar to be quiet until well on in the year.

SUGAR	
Granulated—	Per 100 lbs.
Best, in barrels	$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Market on Starch, Syrup Holds

Winnipeg.

STARCH AND SYRUP.—This market

is weak at recent declines, whereas the corn market is tending upwards and experiencing a heavy demand. No further declines is expected immediately.

Canned Goods to be Scarce?

Winnipeg.

CANNED GOODS.—There is a heavy overseas demand for all lines of canned fruits. Evaporated apples in gallon cans are steadily advancing, and considerably higher prices are looked for.

One of the largest handlers of canned goods made some interesting observations on the situation this week to a representative of CANADIAN GROCER. He is firmly of the opinion that there is going to be a scarcity of canned goods about July and August. He states that the export demand is tremendous. Shippers may not be actually exporting canned goods in large quantities, yet they are purchasing supplies ready to ship as soon as tonnage is available. This broker states that he was told by canners that the trade in Western Canada (who are the big buyers of canned goods), did not purchase enough, and that they were certain that between the time when their last year's purchases are exhausted and the new pack arrives, that they will be up against it. He stated that the market was advancing on all lines slightly. For instance, Standard peas opened at a certain price last year, then dropped, but they have since been advancing. By July, he stated that there would be a scramble for canned goods, and that the brisk demand would be reflected in all lines of goods.

Maintained Prices For Jams Likely

Winnipeg.

JAM—Manufacturers are being handicapped in filling orders for pure jams, and the present high level is expected to be maintained for some time. The jam market is very firm with blended varieties coming into favor.

Dried Fruits Rule Very Firm

Winnipeg.

DRIED FRUITS.—This market is very firm, and jobbers think there is no possibility of a decline. Prunes are likely to reach higher levels before long. A great scarcity of dried fruits is expected before the new crop comes in; large sized prunes are particularly scarce. Some poor quality prunes, damaged by rain, are being offered; also some shipments of damaged raisins. Dealers are advised to buy only guaranteed stock in these lines of dried fruits.

Prunes—		
40-50s, 25-lb. boxes, per lb.		0 18¼
50-60s, 25-lb. boxes, per lb.		0 16¾
60-70s, 25-lb. boxes, per lb.		0 15¾
70-80s, 10-lb. boxes, per lb.		0 16
80-90s, 25-lb. boxes, per lb.		0 14½
70-80s, 25-lb. boxes, per lb.		0 15½
Pears, choice, 10-lb. boxes, faced, lb.		0 20
Evaporated Apples, Ontario, 50s		0 17
Peaches, choice, 25-lb. boxes		0 21
Apricots, choice, 25-lb. boxes		0 25
Do., standard, 25-lb. boxes		0 22
Raisins—		
Muscatels—		
1 Crown, 25-lb. boxes		0 12¾
Seeded—Bulk, 25-lb. boxes		0 12¼

Teas Show Firmer Tendency

Winnipeg.

TEAS.—The predicted removal of import restrictions on teas by the British authorities has already had the effect of firming the local tea market and an advance on bulk teas is expected. These restrictions will be removed by April. As result of this situation, Java teas on the New York market have advanced from 5c to 7c a lb., and further advances are expected. This will undoubtedly affect the local market, as spot stocks are small and London uses large quantities of Broken Pekoe and Broken Orange Pekoe teas, which are largely sold in Canada.

TEAS

Black, Bulk—	
Broken Pekoe, No. 15, chests, lb	0 46
Do., Orange Pekoe, No. 19, chests, lb.	0 48
Less than chests, one cent per pound more.	
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden bxes, lb.	0 50

Strong Tone to Coffee Markets

Winnipeg.

COFFEE.—This market shows considerable strength, largely as result of the placing of heavy foreign orders. No decline is looked for.

Beans Show Further Weakness

Winnipeg.

BEANS.—This market shows a weakening, and a decline is expected shortly. Fancy Kotenashi beans are steady at $4.95 per bushel, but some offerings of the Canadian hand-picked variety are expected on this market within the next two weeks, and prices on these will be about $4.25 per bushel.

Manchurian (hand-picked) 100 lb. bag, $8.25.

This weakening of the bean market may be attributed to some extent to the announcement that Great Britain has a supply of beans sufficient to last three years, and that Canada cannot look to this market as an outlet for her large crop of beans.

Best Grades Rice Firmer

Winnipeg.

RICE.—Fancy Carolina rice, which has been off this market for some months, is expected to be received in some quantity within the next few weeks. The price is expected to be about 12½c per pound. Grain rice is very firm at present. There is a good demand for higher grades of rice, and some dealers expect an advance.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13¼
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08¼
Tapioca, lb.	0 12¼
Sago, lb., in sacks	0 10¼
Less quantities	0 10¾

Apples Higher; Oranges Strong

Winnipeg.

FRUITS.—Apples are scarce on the local fruit market and prices have advanced. Oranges are very firm at $6.50 to $7.50 and an advance is expected. Lemons remain stationary at $7.00 per box. No new lines have been received as yet. Some small shipments of Florida strawberries are coming in and are quoted at 85c a quart. There are no more B. C. Spies to be had and it is expected that available supplies of Ontarios will soon be cleaned up. While there are a few Cuban pineapples of poor quality on the market at present, it is not expected that a trade in the fruit will commence until the end of this month, when better quality fruit comes in.

Fruits—		
Oranges	6 50	7 50
Lemons, Cal.		7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Strawberries, Florida, quart		0 85
Japanese bitter oranges		5 50
Apples—		
No. 1, bbl.		9 00
No. 3, bbl.		7 50
Boxes	4 00	4 50

Vegetables Coming Along Freely

Winnipeg.

VEGETABLES.—Supplies are coming in fairly well and vegetables are in good condition. Some large shipments of celery, lettuce, cauliflower and cabbage have arrived this week. Some small shipments of tomatoes have come in from Florida by express and dealers' expect carloads will be coming within the next two weeks. Prices are expected to be about $16.00 a case. Onions have shown a small advance. California new cabbage is being quoted at 6c a lb., though Manitoba cabbage at 3c a lb. is receiving best sale. Some shipments of hothouse cucumbers, grown in Illinois, are also coming in. Price advances are few, and the general tendency of the vegetable market is to decline.

Vegetables—		
Cucumbers, doz.	4 50	5 50
Cabbage, Cal., new		0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers.		4 00
Carrots, with heads, hampers.		4 00
Head Lettuce, per doz.		3 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.		0 05
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Tomatoes, Florida, case		16 00
Celery, lb.		0 16
Cauliflower, doz.		2 75
Potatoes, 10-20 bush. lots, bush.		0 90

Cereals Easy; Feeds Scarce, High

Winnipeg.

FLOUR, FEEDS, CEREALS.—There is still an easy feeling in this market, though prices remain steady. Domestic business on these lines is quiet at the present time. Feed remains scarce and high in price.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 12.—Onions are scarce and going up to-day, Okanogans $6; California $8 per sack. California rice on market $226 per ton. Fishermen's strike still on, and fresh fish supply is insufficient for local demand; chilled fish are quoted the same as last week. Best Saskatchewan and Alberta and New Zealand butter are all quoted at 54c. No. 2 China rice $140 per forty mats. An increase on corn products is anticipated. Coffee up 3c all round.

BRITISH COLUMBIA:

Sugar, granulated	$10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 20
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 05½
Do., pearl	0 06½
Beans, lima, Manchurian, 100s	0 13½
Do., lima, California	0 18
Do., white, 100s	0 08
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	
Do., Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	160 00
Do., Do., No. 2, per 40 mats	140 00
Do., California	226 00
Tapioca, 140s	0 10¾
Sago, 140s,	0 10½
Canned tomatoes, 2½s, doz.	2 00
Do., peas, stand., 2s, doz.	1 75
Do., early June, 2s, doz.	1 90
Do., corn, 2s, doz.	2 45
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 75
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	10 00
Do., chums	9 50
Do., pilchards	8 25
Dried Fruits—	
Choice peaches, 25s	0 25
Do., apricots	0 22
Do., apples	0 19
Do., prunes, 70-80, 55s	0 17½
Oranges, run, per case	5 00
Lemons, per case	5 00 5 50
Grapefruit, per case	4 25
California	3 75
Bananas, lb.	0 09 0 09½
Apples Yellow Newtons, per box	4 00
Do., Winesaps, per box	4 00
PRODUCE	
Dressed hogs	0 18 0 20
Breakfast bacon, medium	0 44 0 47½
Hams, medium	0 34 0 38
Pure lard, tierce basis	0 32
Do., compound	0 25
Butter, New Zealand prints	0 54
Do., Alberta Cr., prints	0 54
Margarine, prints	0 34
Eggs, fresh	
Do., storage	
Cheese, large	0 31
Do., twins	0 31½
Potatoes, Lillooet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15 0 17
Salmon, Qualla, per lb.	0 10
Salmon, Cohoe, per lb.	0 16
Salmon, Spring, per lb.	0 17

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 12.—Rolled oats are down 15c. Local new laid eggs here gradually dropped to $15.50. No. 1 white B.C. beans quoted at $7 to $7.50. A shipment of rice grown in California from Japanese seed is expected soon; it is a very nice sample and is quoted about 12c per pound. No. 1 creamery butter is very scarce. Bovril in all sizes has now arrived. Imported mustards are again higher. Olive prices are getting stiffer. Ontario cheese 31c. Peaches, choice evaporated, 18½c to 22c. Local potatoes 32c to 34c. Oranges, navels, $5.50 to $7.

Beans, B.C.	7 00 7 50
Flour, 98s, per bbl.	10 50
Rolled oats, 80s	3 65 3 75
Rice, Siam, cwt.	8 30 9 50
Rice, China mat., No. 1	4 80
Do., No. 2	4 10
Tapioca, lb.	0 10½ 0 12½
Sago, lb.	0 11 0 12½
Sugar, pure cane, granulated, cwt.	11 02
Cheese, No. 1, Ontario, large	0 31
Butter, creamery, lb.	0 50
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 30
Eggs, new-laid, local	15 50
Tomatoes, 2½s, stand. case	3 60 4 25
Corn, 2s, case	4 80 5 00
Peas, 2s, standard case	3 40 3 50
Apples, gals., Ontario, case	2 60 3 00
Strawberries, 2s, Ontario, case	8 40 8 75
Raspberries, 2s, Ontario, case	8 40 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 18
25s, lb.	0 18 0 18½
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 18½ 0 22
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	16 50 16 75
Do., halves	18 50 19 00
Potatoes, per ton	32 00 34 00
Oranges, navels	5 50 7 00
Lemons, case	6 00 6 50
Grapefruit	7 25 7 75

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 12.—There have been few changes noticed in this market during the past week. Egg receipts are increasing and there is a considerable supply of fresh poultry on the market. Some fruits show tendency toward advance. Markets quiet, but business picking up.

Beans, small white Japans, bu.	5 40
Beans, Lima, per lb.	0 12½
Flour, standard, 98s	5 45
Rolled oats, boils	3 65
Rice, Siam, cwt.	8 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 42
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 55
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90 3 00
Grapefruit	7 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

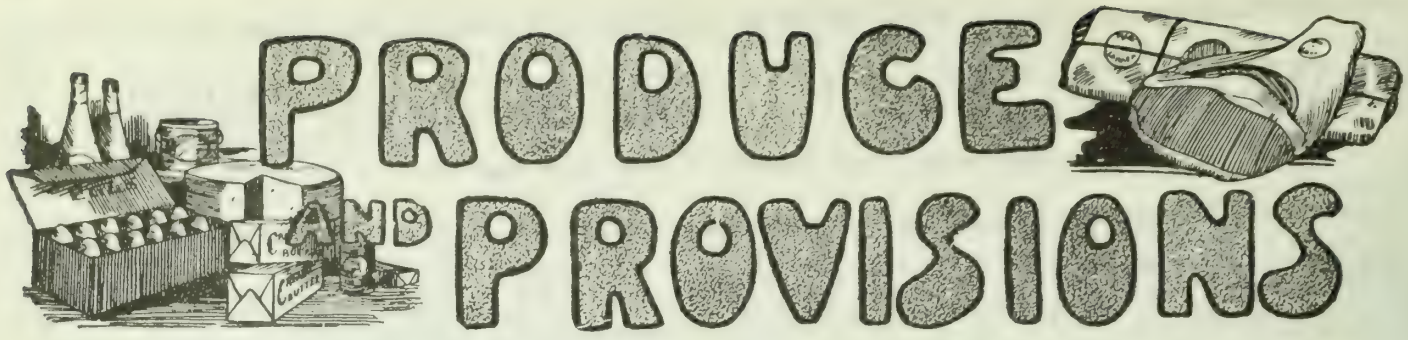
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 12.—With the exception of sharp advances in the better grades of pork, the general tendency this week is downward. Changes include cornmeal gran. $6 to $6.10; ordinary $3.20 to $3.25. There is no New Brunswick cheese left in the market. Ontario twins are selling 30c to 30½c. American pork 56c to 65c. Canned corn $4.30. Evaporated apricots 19c to 20c. Onions are running short and are quoted $2 to $2.50. Grapefruit $6.50 to $7. There are very few Eastern apples left. Western box are selling at $5.25.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	$12 50
Cornmeal, gran., bags	6 00 6 10
Cornmeal, ordinary, bags	3 20 3 25
Rice, Siam, per 100	9 00 9 10
Molasses	0 90 0 95
Sugar—	
Standard, granulated	10 25 10 30
No. 1, yellow	9 75 9 80
Cheese, Ont., twins	0 30 0 30½
Eggs, fresh, doz.	0 50
Eggs case	0 46 0 47
Breakfast bacon	0 30 0 38
Butter, creamery, per lb	0 52 0 54
Butter, dairy, per lb.	0 47 0 50
Butter, tub	0 42 0 46
Margarine	0 33 0 35
Lard, pure, lb.	0 30 0 30½
Lard, compound	0 27 0 27½
American clear pork	56 00 65 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard case	4 00
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 30
Peas, standard case	2 90
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00 11 50
Cohoes	14 50 15 00
Chums	8 50
Evaporated apples, per lb.	0 16½ 0 17
Peaches, per lb.	
Apricots, per lb.	0 19 0 20
Potatoes—	
Natives, per bbl.	3 25
Onions, Can., 75-lb. bags	2 00 2 50
Lemons, Cal.	6 50 7 00
Oranges, Cal., case	6 50 7 50
Grapefruit, case	6 50 7 00
Bananas, per lb.	0 09 0 10
Apples, box	5 25



Storage Stocks of Provisions

Cost of Living Department Issues Statement of Stocks of Provisions in Storage, Showing Material Increase in Holdings in Some Lines

THE cost of Living Department in its report of stocks in storage shows a satisfactory state of affairs.

The market is not oversupplied with eggs and the butter situation is also satisfactory, beef and lamb quantities are decreasing and cheese stocks have diminished to less than one-half of last year's stock, but pork quantities are increasing and are over 38 per cent. greater than last year, according to statements in the report of the Cost of Living Commissioner to the Department of Labor on the cold storage situation for February.

Beef stocks, though declining, are still 44 per cent. greater than a year ago, and mutton and lamb have decreased by about 10 per cent. from last month, but are still 105 per cent. above last year. Chickens and poultry, though they have dropped 21 and 8½ per cent. respectively from last month, are 109 per cent. more than last year. Fish stocks are nearly 50 per cent. greater than last year, according to the report.

Of the eggs put into storage last summer, there are only 414,637 dozen remaining at the first of the month. In addition, there were then 276,439 dozen eggs on hand, other than those in cold storage, and 1,354,204 pounds of bulk frozen eggs, used by confectioners and not directly consumed in the household. As the domestic consumption of eggs is about 3,500,000 dozen monthly, the market is not overstocked, but new supplies are now coming on the market.

Butter Satisfactory

"The butter situation is also satisfactory, especially in view of the abnormal demands for overseas shipment last fall. We have 8,400,060 pounds creamery butter, which is 29 per cent. less than last month, and 698,703 pounds dairy butter, which is only about half of the stock of last month. Comparing these quantities with the most reliable figures for domestic consumption, we see no cause for alarm in either direction.

"The oleomargarine stocks have fallen off by 21 per cent. to 597,607 pounds, which is only about half a month's supply.

"Cheese stocks have decreased by 25 per cent. to 3,485,316 pounds, which is less than one-half of last year's stock.

"Pork stocks in general are greater than last month and 38.7 per cent. greater than last year. Comparing with last month, frozen pork has increased 27.77 per cent., unfrozen fresh pork has decreased .78 per cent., dry salted has increased 129.16 per cent., sweet pickled decreased 13.46 per cent., and pork in process of cure has increased 18.46 per cent. The quantities are: Frozen, 5,787,619 pounds; not frozen, 2,560,810 pounds; dry salted, 7,599,641 pounds; sweet pickled, 9,739,619 pounds; in process of cure, 18,482,655 pounds. The best consumption figures available show consumption through wholesale channels to be 6,152,000 pounds of cured pork and 3,875,973 pounds of fresh pork a month.

Beef Stocks Show Slight Decline

Beef stocks have declined somewhat, but are still 44 per cent. more than a year ago. We have 48,120,834 pounds of frozen beef, 3,220,746 pounds not frozen, 338,551 pounds of cured, and 597,992 pounds in process of cure, making a total of 52,378,123 pounds. Wholesale consumption figures at hand show a monthly domestic demand of over 15,000,000 pounds of fresh beef and 1,250,000 pounds of cured beef.

Mutton and lamb stocks have declined by about 10 per cent. from last month, but are still 105 per cent. above last year. We find 8,137,668 pounds of frozen stock and 165,681 pounds of unfrozen, making a total of 8,303,349.

Poultry Shows Heavy Increase

There are 2,534,691 pounds of chickens and 2,644,125 pounds of other poultry. This is 109 per cent. more than last year, but a decrease of 21 and 8¼ per cent. respectively from last month.

Fish stocks are nearly 50 per cent. greater than last year, but the commercial stocks have declined 13 per cent. from last month. All kinds this month are 20,978,767 pounds, with 3,172,863 pounds for bait.

A Comparative Statement

The following statement compares holdings of February 1, 1919, with February 1, 1918, taken from such limited lists of firms as the records of last year allow:

	1918	1919	Increase %
Butter	7,010,326	8,903,850	27.01
Cheese	7,539,793	3,335,779	.....
Eggs	1,427,832	1,516,951	6.24
Pork	31,607,116	43,839,304	38.70
Beef	35,478,643	51,083,874	43.98
Mutton & lamb	3,969,897	8,150,948	105.31
Poultry	2,421,006	5,082,216	109.92
Fish	15,195,932	22,714,000	49.47

Cheese shows a decrease of 55.76 per cent.

Stocks in Storage, Jan. 1, 1919

	In warehouse Jan. 1
Eggs	2,031,687
Creamery butter	8,385,101
Dairy butter	1,712,870
Cheese	4,220,488
Oleomargarine	778,883
Lard	4,114,432
Lard compound	2,514,661
Beef, cured	1,842,972
Beef, fresh	42,926,735
Pork, cured	30,472,980
Pork, fresh	5,792,181
Mutton and lamb	4,077,932
Poultry	4,369,070

Stocks in Storage, Feb. 1, 1919

The amounts of food commodities in storage February 1, 1919, were:—

	Lbs. or doz.
Butter—	
Creamery	8,400,060
Dairy	698,703
Oleomargarine	597,607
Cheese	3,485,316
Eggs—	
In cold storage	414,637
Other than cold storage	276,439
Frozen	1,354,204
Pork—	
Frozen	5,787,619
Not frozen	2,560,810
Dry salted	7,599,641
Sweet pickled	9,739,619
In process of cure	18,482,655
Total	44,170,344
Beef—	
Frozen	48,120,834
Not frozen	3,220,746
Cured	338,551
In process of cure	597,992
Total	52,378,123
Mutton and Lamb	
Frozen	8,137,668
Not frozen	165,681
Total	8,303,349
Poultry—	
Chickens	2,534,691
Other poultry	2,644,125
Fish—	
All kinds	20,978,767
For bait	3,172,863

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 11.—Following the announcement regarding the purchasing of large lots of bacon, etc., for the overseas market, there has been a firmer tone to the hog market and an advance of 50c per cwt. for abattoir hogs has been made. The prices for dressed and country dressed also are advanced. Cooked ham is up one cent and there is a fair demand for smoked ham.

The lard market is a firmer one and there is every indication of prices advancing more. Shortening is steadier but unchanged. Margarine is steady and up one cent in some quarters. Butter is firming and some are asking one cent more this week for finest creamery.

Hogs Higher; Beef is Firm

Montreal.

FRESH MEATS.—In spite of the announcement regarding the buying of more pork products for export account, hogs are not affected materially but are 50c up over last week's price. It was expected that the market would firm more. In view of the fact that packers had large supplies on hand this big increase did not materialize. The beef market is firm but without change, excepting for a narrowing of the range on hind quarters of heifers and steers.

Hogs, Dressed—		
Abattoir killed, small		$25 00
Sows		22 00
Hogs (country dressed)	21 00	22 00
Hogs, live		18 50
Fresh Pork—		
Leg of pork		0 32
Loins	0 34	0 36
Tenderloin, lb.	0 42	0 44½
Spare ribs	0 20	
Trimmed shoulders	0 25	0 26
Fresh Beef—		
(Steers and Heifers)		(Cows)
$0 24 $0 30 .Hind quarters	$0 20	$0 25
0 15 0 19 .Front quarters	0 14	0 16
0 30 0 35 .... Loins	0 25	0 28
0 20 0 28 ..... Ribs	0 20	0 26
0 15 0 17 .... Chucks	0 14	0 16
0 22 0 26 ..... Hips	0 17	0 22
Calves (as to grade)	0 26	0 27
Lambs—fresh killed	0 26	0 28
Do., frozen	0 26	0 27
Sheep		0 20

Hams Selling; Cured Meats Steady

Montreal.

CURED MEATS.—The market is steady and firm for these lines and there is little of a new nature to report. In accordance with a fairly firm undertone for fresh pork and like products there is a maintenance of prices without change. Hams are moving freely.

Cured Meats—		
Hams—		
Medium, smoked, per lb.—		
(Weights) 10-16 lbs.		0 37
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 38	0 45
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.		0 30
Barrel Pork—		
Canadian short cut (bbl.)	50 00	52 00
Clear fat backs (bbl.) (40-50 pieces)		60 00
Do. (30-40 pieces)		61 00
Short cut clear pork (bbl.)	53 00	54 00
Heavy mess pork (bbl.)	42 00	44 00
Bean pork (bbl.)	42 00	45 00

Cooked Hams Hold; Trade is Fair

Montreal.

COOKED MEATS.—With a fair trade, cooked hams are slightly higher and the range given is 49 to 51 cents per pound. In a general way the cooked meat trade is, and has been, only fair.

Cooked Meats		
Head cheese		0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 44
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast	0 50	
Hams, cooked	0 50	0 51
Shoulders, roast	0 44	0 48
Shoulders, boiled		0 44

Lard More Active, Higher

Montreal.

LARD.—The market is a much improved one. Viewed in the light of its condition two or three weeks ago, it is not only firmer but there is an apparent shortage in different quarters. Prices are steadily firm and advances are contemplated in some quarters.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 27	0 27½
Tubs, 50 lbs., per lb.	0 28	0 28¼
Pails, 20 lbs., per lb.	0 28	0 28½
Bricks, 1 lb., per lb.	0 29	0 30

Fair Selling of Shortening

Montreal.

SHORTENING.—The demand for this line is fair, but might be heavier. There is a tendency to use lard in larger quantities with the prices so favorable as those obtaining for some time past. The undertone is steadier but no price changes are made.

Tierces, 400 lbs., per lb.	0 25½	0 25¾
Tubs, 50 lbs.	0 25¾	0 26¼
Pails, 20 lbs., per lb.	0 26	0 26½
Bricks, 1 lb., per lb.	0 27	0 27½

Firmer Margarine, Say Fats Scarcer

Montreal.

MARGARINE.—There is a firmer undertone in the margarine market and this is attributed to a reported shortage of various fats used in its manufacture. The best grades are selling again as high as 34 cents per pound in prints and some report the movement better.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.		0 30

On Shorter Stocks Butter Firming

Montreal.

BUTTER.—The continued strong demand for butter, and particularly for that of the better grade, is fast using up storage stocks and some are of the opinion that there will not be enough supply to carry the trade through until sufficient new make butter is available. From present indications in this part of the country, and in the Eastern Townships, it appears that no creameries expect to be operating before April. In the meantime best creamery is firmer and the range of price is now 52 to 53 cents for solids. Dairy also is firmer at 43 to 47 cents.

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Dairy prints, choice	0 43	0 47
Dairy, in tubs, choice	0 42	

Larger Demand For Best Cheese

Montreal.

CHEESE.—Lenten season is making an appreciably better demand for cheese. The movement is reasonably satisfactory and there is ample stock to meet requirements with prices well maintained on a firm basis.

Cheese—		
Large, per lb.		$0 28½
Twins, per lb.		0 29
Triplets, per lb.		0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.		0 30

New Laids Reach 45c; Steadier

Montreal.

EGGS.—There is a tendency for eggs to halt in their downward movement and the lowest price for new-laids is now 45c. The strength of the Chicago market is a factor, for the prices there at this writing are not more than 2½c to 3c below figures here, and this is usually nearer 10c by way of difference. Supplies are larger but there is a heavy demand from all sections of the trade.

New-laids	0 45

Export of Poultry Holds Markets

Montreal.

POULTRY. — Several carloads of

frozen poultry have gone forward for export to Europe and this has had the effect of creating even a firmer undertone here, but without change of prices being made. The demand for domestic supplies is steady and reasonably active, particularly for roasting and boiling chickens.

Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Fish Movement Has Bettered

Montreal.

FISH.—Notwithstanding the fact that weather conditions have been unseasonable, the advent of Lent has served to make for a bettering of conditions in the matter of selling. For weeks to come there will be a good movement, and the wholesalers appear to be well fitted to take care of this. There has been some difficulty in maintaining a full supply of certain lines of frozen fish, but the available variety is still large.

FRESH FISH

Haddock	0 08	0 10
Steak Cod	0 09	0 11
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	....	0 28
Live lobsters	0 65	0 70

FROZEN FISH

Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 12	0 13
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15	0 16
Whitefish, small	0 11	0 12
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 13	0 14
Smelts, extra large	....	0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.	4 00	5 00
Lake Herrings, bag, 100 lbs.	....	6 50
Alewires	0 07	0 07½

SALTED FISH

Codfish—		
Codfish, large brl., 200 lbs.		$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	20 00
Codfish, No. 2, 200 lb. barrel	17 00	18 00
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	....	2 50
Dried codfish (100-lb. bbl.)	....	20 00

PICKLED FISH

Herrings (Scotch cured) barrel	....	13 00
Scotia, barrel	....	14 00
Do., half barrel	7 25	7 50
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)	....	27 50
Salmon, B.C. (200 lbs.)	25 00	26 00
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	18 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17

OYSTERS

Cape Cod, per barrel		$15 00
Batouche, per barrel		15 00
Scallops, gallon		4 00
Can No. 1 (Solids)	2 50	2 60
Can No. 3 (Solids)	7 25	7 50
Can No. 5 (Solids)		12 00
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		8 40

SUNDRIES

Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25
Paper Oyster Pails, ⅛ per 100		1 75

Firmer Feeling in Cured Meats

Toronto.

PROVISIONS.—A somewhat firmer feeling has developed in the provision list this week, hams reflecting this in an advance and other lines revealing a strong undertone. A much better feeling in the trade is shown and outlook seems much more promising.

Hams—		
Medium	$0 36	$0 37
Large, per lb.	0 28	0 32
Backs—		
Skinned, rib in	0 45	0 46
Boneless, per lb.	0 49	0 50
Bacon		
Breakfast, ordinary, per lb.	0 38	0 40
Breakfast, fancy, per lb.	0 44	0 45
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.	....	0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	50 00	....
Pickled rolls, bbl., 200 lbs.	48 00	50 00
Above prices subject to daily fluctuations of the market.		

Revisions Downward in Cooked Meats

Toronto.

COOKED MEATS.—A general revision downward in cooked meats has been made this week. No particular reason is assigned for the change and new prices now quoted to the trade follow:

COOKED MEATS

Boiled hams, lb.	$0 48	$0 49
Hams, roast, without dressing, lb.	0 47	0 48
Shoulders, roast, without dressing, per lb.	0 45	0 47
Head Cheese, 6s, lb.	....	0 14
Meat Loaf with Macaroni and Cheese, lb.	....	0 24
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.	....	0 32
Veal and Tongue, lb.	....	0 25
Above prices subject to daily fluctuations of the market.		

Export Demand Firms Lard

Toronto.

LARD.—There is a big demand for export developing and this has served to firm up the market considerably. Receipts are comparatively light and supplies have been reduced to a much narrower compass. Prices are up another ½c per pound and strong at new levels.

Lard, tierces, 400 lbs., lb. $0 28 $0 29

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Strong Undertone in Shortening

Toronto.

SHORTENING.—No quotable change has been shown in prices on shortening this week but a very strong undertone is developing which may result in quotations moving up slightly. The following figures, tierce basis, per pound are still being named: Easifirst, 26¼c; Domestic, 25½c; Peerless, 25½c Cotasuet, 25½c to 25¾c. Range for other brands follows:

Shortening, tierces, 400 lbs., lb. $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

ONTARIO MARKETS

TORONTO, March 12.—Live hogs have undergone a sharp advance in anticipation that shipping space for overseas movement of meats will be available. Good beef is also very scarce and hard to get with prices strong. Lard has firmed up, and shortening is ruling with a strong undertone. Butter is somewhat firmer, whereas eggs have been shaded downward another couple of cents. Business generally shows improvement.

Hogs Higher; Good Beef Scarce

Toronto.

FRESH MEATS.—Live hogs soared tremendously for the first of the week, prices on Monday showing a 75c jump and Tuesday another 50c per cwt., making the fed and watered basis $18.75. Expectation of shipping space so that larger quantities have been handled than recently seems the main factor in this upward move. The run is only fair. Dealers report real good beef very hard to get and prices have soared as a result. Fresh ribs of beef are scarce, prices ranging as high as 30c; short loins are moving freely at quotations named of 38c. Lambs are firm and the general outlook very good.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	$23 00	$24 00
Live, off cars, per cwt.	....	19 00
Live, fed and watered, per cwt.	....	18 75
Live, f.o.b., per cwt.	....	17 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 27	0 30
Loins of pork, lb.	0 34	0 36
Tenderloins, lb.	0 43	0 45
Spare Ribs, lb.	....	0 20
Picnics, lb.	....	0 22
New York shoulders, lb.	....	0 25
Montreal shoulders, lb.	....	0 27
Boston butts, lb.	0 31	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 26
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 22	0 30
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 28	0 30
Do., short, lb.	0 35	0 38
Hips, lb.	....	0 23
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 26
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

Steady Demand For Margarine

Toronto.

MARGARINE.—There is a steady demand for margarine although some factors report a slightly easier tendency. This has not yet developed into a quotable price change. Figures ruling at following levels:

Firmer Feeling Shown in Butter

Toronto.

BUTTER.—The movement of creamery from Western Canada to United States markets and the cleaning up of some undesirable stocks of dairy butter in the East has had a tendency to firm up the butter situation somewhat and stocks generally are in much better shape. Prices rule at following figures:

Butter—		
Creamery prints (storage)	$0 52	$0 53
Creamery solids (storage)	0 51	0 52
Creamery prints (fresh made)	0 55	0 57
Creamery solids (fresh made)	0 54	0 55
Dairy prints, fresh separator, lb.	0 46	0 47
Dairy prints, No. 1, lb.	0 44	0 46

Eggs Arriving in Ample Volume

Toronto.

EGGS.—Arrivals of new laid eggs are good and dealers are not finding it necessary to bring in any from United States markets as is usually the case at this season of the year. Dealers are working on a very narrow margin and prices have been pared down again this week.

Eggs		
New-laids, in cartons, doz.	$0 46	$0 47
New-laids, doz.	0 44	0 45

Stocks Cheese in Narrow Compass

Toronto.

CHEESE.—Stocks are reaching the vanishing point and it is still some time before new cheese in marketable quantities will be available. There is a feeling that the commission which handled cheese purchases last year will be on the job again during 1919, but that prices they will name will be well below last year's high figures.

Cheese—		
New, large	$0 28¾	$0 29
Stilton (new)	0 30½	0 31

Twins, ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Poultry Holds at Unchanged Figures

Toronto.

POULTRY.—No changes have been made in the prices this week. The general situation on frozen stock is much improved as a result of the movement of ten to twelve cars for export. Dealers intimate this business has helped out materially.

White Fish Lower; Quail on Toast Too

Toronto.

FISH.—A sharp decline has been recorded in whitefish this week, prices to the trade being named at 9½ to 10c per pound. Quail on toast has also sagged, being quoted at $3.60 per box. Dealers report business good and supplies coming along very plentifully.

FRESH SEA FISH		
Cod Steak, lb.	$....	$0 11
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	0 09½
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.	0 06	0 10
Do., heads on, lb.	0 07	0 08
Do., small, case, 200 lbs., lb.	....	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 09	0 13
Salmon, Cohoe, lb.	0 20	0 22
Do., Qualla, lb.	0 12½	0 13
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 08	0 09
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	....	0 25
Tomcods, lb.	....	0 07
FROZEN LAKE FISH		
Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 08	0 09
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 09	0 10
Whitefish, lb.	0 09½	0 10
SMOKED FISH		
Bloaters, 40 Count, box	1 50	2 00
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	0 12	0 16
Digby Chicks, bdle.	1 85	1 90
Boneless Digbys, box	....	2 50
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 10	0 17
Do., Finnan, lb.	0 11	0 12
Herring, Kippered, box	1 50	2 75
Shrimps, can	....	1 75
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Herring, Labrador, bbl.	....	13 00
Do., Do., keg	....	6 50
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case	....	2 75
Mackerel, salt, 20-lb. kit	....	3 90
Quail on Toast, 24 1-lb. tablets, cs	....	3 60
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	....	0 14
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	....	13 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2½ gallons)	....	9 50
gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

WINNIPEG MARKETS

Look For Lower Hogs

Winnipeg.

PROVISIONS.—There is a great deal of uncertainty about the provision market though prices are steady. Packers anticipate a little weakening in the hog market though prices this week are firm at 19¼c. Removal of the minimum price for hogs by the United States Food Administration has had little effect on the hog market in the United States, and the Canadian market generally is in sympathy. Prominent United States packers declare hog prices will drop in the near future, pointing out that the yield of hogs this season has been the greatest in history, and that there are many hogs still on the farms through car shortages and embargoes. Some livestock men in the United States expect prices to go as low as 12c shortly.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	....	....
Manitoba, large fresh	....	....

Lower Priced Eggs a Prospect

Winnipeg.

EGGS.—Should the present spell of warm weather continue a big drop in prices of eggs is expected. Prices are steady this week at 43 to 48 cents per dozen.

BUTTER.—A few cars of butter are moving to the East for export. Local market is steady, prices firm at 47 to 48 cents per pound.

Fish Demand Shows Improvement

Winnipeg.

FISH.—This week has seen an improved demand for fish, with prices remaining steady. The present mild weather has not yet affected the fish market, and as the weather is seasonable no decided falling off in trade is anticipated. Some weakness is noticeable in the smoked fish market as holders are unloading with the approach of spring. Prices are expected to remain steady, at least until the fresh catch comes on the market.

LAKE FISH		
Whitefish (cleaned), lb.	....	0 13½
Whitefish (frozen), lb.	....	0 12½
Pickerel, lb.	....	0 13
Pickerel Fillet, lb.	....	0 35
Frozen Trout, lb.	....	0 18
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Frozen Goldeye, lb.	....	0 07½
Speckled Trout, lb.	....	0 35
SEAFISH		
Frozen Halibut, lb.	....	0 22
Fresh Halibut, lb.	....	0 23
Frozen Salmon, lb.	....	0 23
Frozen Mackerel, lb.	....	0 18
Red Carp, lb.	....	0 09½
Sable Fish, lb.	....	0 12
Haddock, lb.	....	0 10
Soles, lb. (50-100)	....	0 08
Soles (less)	....	0 08½
Plaice, lb.	....	0 08
Skate, lb.	....	0 08
Smelt, lb.	....	0 18
White Salmon, lb.	....	0 16
SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.	....	0 16
Finnan Haddie (15-lb. boxes, lb.	....	0 16½
Smoked Goldeye, lb.	....	0 17
Smoked Codfish, lb.	....	0 20
Smoked Fillet (15-lb. boxes), lb.	....	0 22
Bloaters (25-lb. boxes), case	....	2 85
Kippers, Western, fancy	....	2 30

CHEAPER BACON

Breakfast Bacon is high in price. So are Hams. Why not try some of the cheaper cuts of Bacon. Roll Bacon is 8 cents a pound cheaper than Breakfast Bacon. It is sugar cured, boneless, and in every way desirable. Try it.

F. W. Fearman Co.
LIMITED
Hamilton, Canada

ATTRACTIVE DISPLAY

is one of the main factors in selling goods—so, naturally, a desire for your wares will be created when you display them in

FREEMAN REFRIGERATOR EQUIPMENT

Write for Catalogue.

THE W. A. FREEMAN CO., LTD. - HAMILTON, CANADA

Put Your Perishables In A Refrigerator Like This

This is one of the many Arctic models — refrigerators that are built upon the most approved principles of scientific refrigeration.

Mark the unusual facilities for displaying contents while preserving them in absolute security at the lowest possible ice consumption.

Get your copy of the Arctic Catalogue and see the different models described in detail. Yours for the asking.

John Hillock & Company
Limited
TORONTO

Agencies: A. Tilley, 86 Crescent St., Montreal; Geo. Cameron, Sparter St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

57 57

HEINZ Baked Beans

Display and recommend them

Heinz Products are half sold when you put them on your shelves. Your customers know that they are wholesome and nutritious, economical, and of a rich, nut-like flavor.

Baked Beans with Pork and Tomato Sauce
Baked Pork and Beans without Tomato Sauce
Baked Beans in Tomato Sauce without Pork

ALL HEINZ GOODS
Sold in Canada are
Packed in Canada

57 57

MATTHEWS-BLACKWELL PRODUCTS

YOUR customers judge your integrity by the class of goods you stock.

Therefore—the one way to gain their confidence and retain their continued patronage is by selling them nothing but the best.

Every product bearing the Matthews-Blackwell trade-mark is supreme in quality and flavor. "Quality First" has been the keynote in the manufacture of these products for the past sixty-seven years. Discriminating housekeepers refuse to use any other brand.

Insure your trade by pushing Matthews-Blackwell Products, and let our consumer advertising be your assistant in selling.

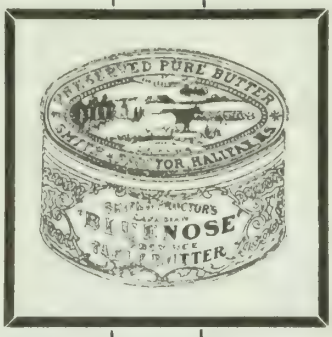
Write for information or send your order to our nearest plant.

Matthews-Blackwell, Limited

Established 1852

Plants at		Branch Houses	
Toronto	Montreal	Winnipeg	Fort William
Hull	Peterboro	Ottawa	Sydney
Brantford		Halifax	

anada Food Board License 13 -85.



Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a declicious piquancy to salad dressings. Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

Ask us for

Butter Boxes

and

Tubs
Egg Carriers
Brooms

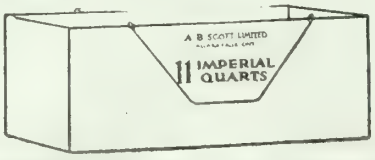
WALTER WOODS & CO.

HAMILTON AND WINNIPEG

BUY

BUTTER BOXES, EGG CRATES
and
BASKETS

Your customers will buy them if you take the trouble to introduce them.

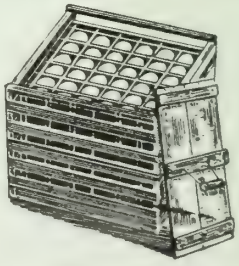


3-qt., $4.50; 6-qt., $6.50; 11-qt., $8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St. Montreal, Que.

BRUNSWICK BRAND Sea Foods

are entirely Canadian

From the moment they are taken from the waters of Old Atlantic until they reach your customers' table these delicious sea foods are handled and processed entirely by Canadians.

Brunswick Brand Sea Foods are good sellers and reliable repeaters, and the profit on each sale makes a good display worth while.

Stock from this list:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603

Send Your Order In Now for a Supply of "INDIAN CHIEF"

Brand

PREPARED HERRING

We are booking orders for next season's delivery, also have a limited quantity for immediate shipment.

INDIAN CHIEF Brand Prepared Herring are "ready cooked" and may be eaten after removing from can. They are particularly delicious when heated for a few moments in boiling water. Where something nice is wanted quickly, **Indian Chief Brand Prepared Herring** have few equals and no superiors.

Nothing more profitable for your canned fish displays.

Shaw and Ellis

POCOLOGAN, N.B.

RICE FLOUR

Healthy and Nourishing

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

Wholesome and Nutritious

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

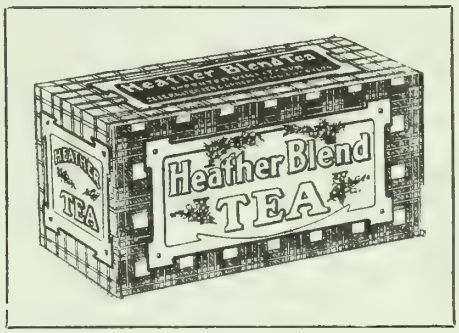
Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

This is the Tea
that we blend
and recommend

BLACKWOOD'S
Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada

Grocers like to sell
PURITY FLOUR

(Government Standard)

because it brings customers back with a satisfied smile for another sack. PURITY FLOUR has the QUALITY that home cooks appreciate. And it has a UNIFORMITY that makes it always dependable—a safe and satisfactory flour for the grocer to recommend.

"More bread and better bread, and better pastry"

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

Probable Prices on 1919 Pack Canned Goods

HERE'S what THE FINANCIAL POST has to say in connection with the annual report of the Dominion Canners, Ltd., just issued.

Note the business value to any alert retail grocer of this item coming with such authority. This shows why many of the best business men in the Canadian grocery field are subscribers to THE FINANCIAL POST. Here are two other interesting POST items:—

"Weather and labor conditions referred to interfered with the size of the pack and attendant profits. Stocks of canned goods have been practically all sold and the new season will be commenced without goods on hand. Raw materials and supplies have been conservatively valued and should be marketed to advantage even though there should be a readjustment of prices. High prices are expected to continue for the reason that labor, produce, tins, etc., still range from 50 per cent. to 100 per cent, above the pre-war level."

BIG BRITISH ORDERS FOR CANADA'S BACON

"There has been a very material improvement in the situation facing the packing concerns of Canada of recent date. Advice received by the trade this week indicates that the British Government has decided to place contracts with Canadian packing firms for about ten thousand tons of bacon. This while it will not be sufficient to clear all the surplus stocks at present in the hands of the packers, will dispose of roughly two-thirds of these stocks."

ATLANTIC SUGAR IN EXPORT FIELD

"The Atlantic Sugar Company has made a successful bid for British business on refined sugar. The exact quantity of the orders being filled at the present time are not known but they are of considerable proportions. The company has been working on them for some time past, and it is stated that it will take three weeks operations yet before the order is completed."

These are only three of the many subjects of real profit-making interest to Canadian merchants which have been dealt with by expert writers and editors in THE POST this week. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is $3.00 per year, and you have only to fill in this form:

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, $3.00 per year, on receipt of bill or you may draw on me for this...

Name .....

Address .....

.....

C.G. 14.3.

The quality of

HOLBROOKS

Imported

WORCESTERSHIRE SAUCE

is beyond question

Made and Bottled in England

YOU can get behind Holbrook's Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy — an exquisite "zest" — to every drop of Holbrook's that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrook's Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.

Toronto and Vancouver

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

KEYSTONE BRAND

SATISFACTION

Satisfied customers are your assurance of repeat orders.

"Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.

NUGGET BROOMS

are in steady demand. If you aren't stocking them, you're losing customers and money.

Write for prices and particulars to

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, ONT.

Makers of the famous Keystone Line

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

Wantmore
PEANUT BUTTER
The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.
Manufacturers
CALGARY SASKATOON REGINA
License No. 15-241

KING GEORGE'S NAVY
CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.

Rock City Tobacco Co., Ltd.

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates
BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds

Turban Puddings
COMPLETE

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

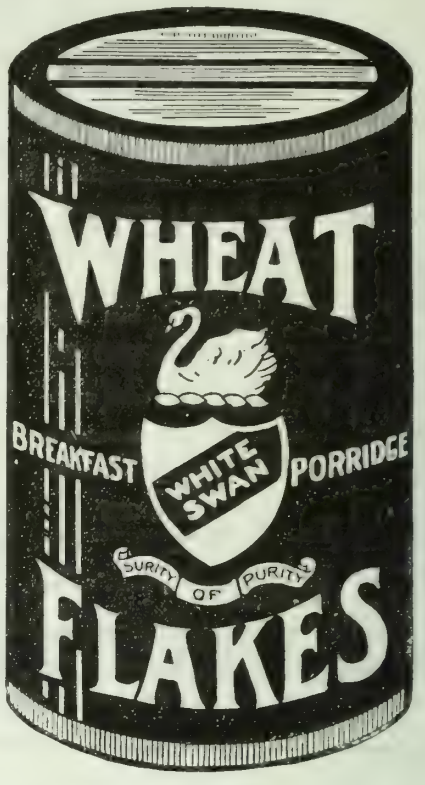
The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz and 18 oz. All with keys.

Special Quotations upon Application

White Swan Wheat Flakes



are back again and going stronger than ever.

Dealers who appreciate the importance of featuring real customer-pleasing goods should make room in their displays for these perfect, thin appetizing Wheat Flakes.

Only the very finest wheats are used in the making of this White Swan Product. It is quality through and through —a certain "repeater."

Prove it by a trial order.

White Swan Spices & Cereals
LIMITED
TORONTO CANADA

Argyll Bute
637 St. Urbain St.,
Montreal
Phone East 8271

Ontario Agents
Walter G. Bayley
20 Front St. E.,
Toronto
Phone Main 2226

Western Agents
Watson & Truesdale
Winnipeg

In re-ordering **SCOTCH SNACK**, the manager of the Ritz-Carlton Hotel, Montreal, writes us that **"SCOTCH SNACK** makes the most ECONOMICAL" as well as "Dainty, Tasty Sandwiches."

See our display at Ogilvie's Pure Food Show, Montreal.

The big fish-eating season of the year, LENT, starts March 5th.

Have you sufficient stock and display hangers?

Recommend **SCOTCH SNACK** to your customers. They will appreciate your interest and the delicious flavor of **SCOTCH SNACK.**

Baines

Chocolate Bars, best 5c seller
English Hard Boiled Candies

MAPLE SUGAR -- MAPLE SYRUP

Baines' Products are genuine
Warranted pure in every respect

BAINES LIMITED - MONTREAL

A. W. BARNUM
Winnipeg and Vancouver, Western Representative

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Quality, real quality, plus steady, snappy advertising, is a telling combination in the sale of Salt. These two "Dominion" brands have it. Our steadily increasing sales show it. YOUR customers want them, too. Why not stock them?
CENTURY
SALT BEST FOR GENERAL USE
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 25
1½'s (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
2½'s Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20

Family, Plain, $2.35 doz.; Family, Tomato Sauce, $2.80 doz.; Family, Chili Sauce, $2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), $12; plain, $10.

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

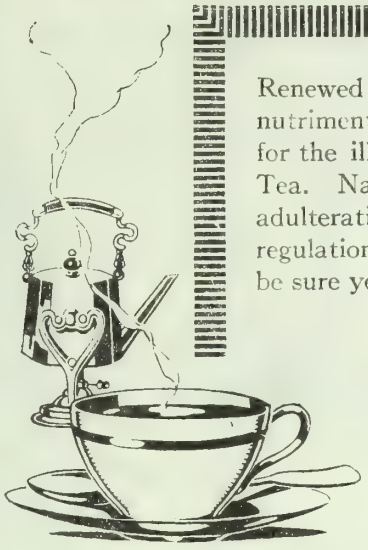
Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	6 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.90; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s, $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.40; 2s, $9.40.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton—$7.25; 2s, $14.50; square cans, $48.00.
Boiled Mutton—1s $7.25; 2s, $14.50; $29.90; 6s, $45.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
Stewed Ox Tail—1s, $2.40; 2s, $4.40.
Stewed Kidney—1s, $4.40; 2s, $8.40.
Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat—1s, $3.90; 2s, $7.80.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.90.
Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $9.90; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.40; 2s, $8.40.
Boneless Chicken— ½s, $5.90; 1s, $9.00.
Boneless Turkey — ½s, $5.90; 1s, $9.00.
Ox Tongue—½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45.
Lunch Tongue—½s, $3.90; 1s, $6.90; Beef Suet—1s, $6.40; 2s, $12.40.
Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.
Mince Meat (Bulk) 5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind. 85c; 1s, $1.15; 1½s, $1.65; 2s, $1.95; 3s (talls), $2.95; 6s $10; 12s, $18.

This Ad. Will Create Business For You

JAPAN TEA



Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

"Tea tempers the spirit, awakens thought and refreshes the body."

14

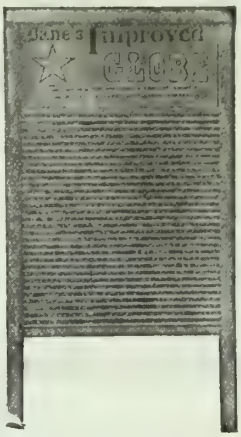
HERE we show you one of a series of consumer ads by which we are helping dealers everywhere to boost their sales of Japan Tea.

Display a few packages of this natural green leaf and be one of the dealers to benefit from this National Advertising. You'll find Japan Tea an excellent money maker.

Sell Cane's Washboards

—the washboards that always give a maximum of good service. Basswood frames free from slivers and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

There is always a demand for good

Clothes Pins

AGENTS: McFarlane & Field, Hamilton; Boivin & Grenier, Quebec; Delorme & Frere, Montreal; J. H. White, St. John, N.B.; H. D. Marshall, Ottawa; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; Harry Horne Co., Toronto.

The Megantic Broom Mfg. Co.
LIMITED
Manufacturers of Brooms, Clothes Pins and Cheese Boxes
Lake Megantic, Que.

Chili Sauce (red and gold label)—Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s, $2.35.
Ham and Veal Pates—½s, $2.35
Smoked Vienna Style Sausage—½s, $2.45.
Pate De Foie ¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.40; 1s, $3.90
Potted Beef Ham—¼s, 75c; ½s, $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c. ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40
Potted Meats (Assorted) ¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c. ½s $1.40. Veal—¼s, 75c; ½s $1.40
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, $10; 10 oz., $5.
Ox Tongue—1½s, $14.50; 3s $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40:
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass)—½s, $8.90.
Tomato Ketchup—8s, $2.20; 12s, $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter—¼s, $1.40; ½s, $1.90; 1s, $2.30; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 [illegible]
D. S. F., ½-lb	5 80
D. S. F., 1-lb	10 40
F. D., ¼-lb.	[illegible]

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	.09¾
200-lb. bbls., No. 1 white	.09¾
30 lbs., Edwarsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¾
100 lbs., kegs, Silver Gloss, large crystals	.10¾
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure or Challenge Corn	.09½
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.20

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.16
3-gal. wooden pails, 38½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.30

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz
Robinson's Patent Barley—	
1 lb.	$4.04
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red and Dark Brown	$1.15
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.84
Creams, Black and Tan	1.24
White Cleaner	1.21

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 56
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

Everybody's Favorite

Make it your big Summer Seller

When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.

For a Big Lenten Trade

Chicken

(LILY BRAND)

Haddies

(REGISTERED)

Here is something distinctively new, appetizing and nourishing to offer your customers. Order a trial case to-day from your wholesaler.

Packed at CANSO, N.S., by the

MARITIME FISH CORPORATION
LIMITED

Head Office and Sales Dept. MONTREAL

Plants at CANSO, N.S. and DIGBY, N.S.

Packers of the celebrated MAPLE LEAF Canned Codfish Flakes

Ludella

This tea is a superb quality and is winning out wherever it is placed and given attention.

We have customers who are selling very large quantities, and why shouldn't they? Just fancy our Blue Label Ludella ten cents a pound less in price than the advertised kinds, and equally as good--perhaps better, also more profit for you. Won't you come in on this?

It's real big value and will surely attract business to your store, particularly at a time like the present, when many people are compelled to economize in their buying, and when you can offer them a tea equally as good at ten cents less they are almost sure to be interested.

Blue Label Ludella, ½ˢ and 1ˢ at 50 sells at 60

SEND US A TRIAL ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

Dominion Spring Clothes Pins

An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

TEA LEAD

(Best Incorrodible)

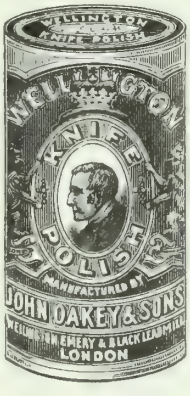
Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 80
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box. doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ⅛s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

6c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in boxe, 50 boxes in case	0 95
Active Service Bars, 24 in box. 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box. 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD.
CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

FISH

Be ready for the increased demand during Lent. We offer:

Fresh Frozen Halibut
Red Springs Cohoe and Qualla Salmon
Steak and Medium Cod
Haddock and Pollock
Lake Superior and Sea Herrings
Labrador Salt Herrings
Finnan Haddie

Get our prices. We can save you money.

DUNCAN'S LIMITED

NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

New Arrivals

Florida Tomatoes

6 Basket Carriers

California Cauliflower
California Celery

Also fresh shipments arriving every few days.

Florida Grapefruit
Stripes Brand
Finest Quality Shipped

WHITE & CO., LIMITED

Importers of Fancy Fruits and Vegetables

TORONTO

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

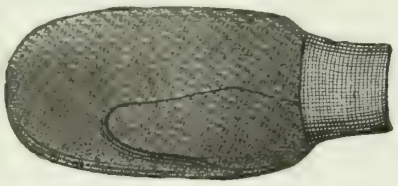
Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England. 169

TAPATCO
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.

The American Pad and Textile Company
Chatham, Ontario

REPRODUCTION of SPECIALITIES
MANUFACTURED BY
HENRY THORNE & Co LTD
LEEDS
ENGLAND.
ESTABLISHED OVER 80 YEARS.

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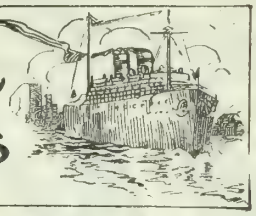
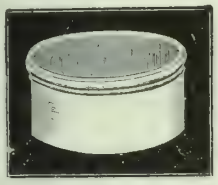
Latest Editorial Market News



Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

All these ads will have position on a live page each week containing reading matter.

HOGS MOVE HIGHER

The first of the week witnessed sharp advances in the prices of live hogs, Monday's quotations being up 75c over those of the week-end, and Tuesday's following with another 50c jump, making a total advance of $1.25 for the two days. There is an active demand in evidence, buyers who were discouraging shipments a couple of weeks ago being eager to secure supplies now.

The outlook seems much brighter and the open market starts off with a swing which it seems posisble will do much to do away with uncertainty over the future. European demands for fats are, it is indicated, insistent, and as rapidly as space can be secured, shipments are going forward.

COCOANUT
For immediate or future deliveries.
E. B. THOMPSON
20 Front Street East, Toronto

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"

R.M. MANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

Ship us your
BUTTER, EGGS, POULTRY
Etc.
We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal
Phones :
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—GOOD CASH REGISTER; ALSO two show cases or silent salesmen. Deloro Trading Co., Ltd., Deloro, Ont.

WANTED FOR SASKATCHEWAN — MAN with good knowledge of groceries to canvass country for orders and assist in store rush days. State age, past employment fully, nationality, church connection, whether married or single and salary expected. Auto and out of town expenses furnished. Must be total abstainer from liquor and tobacco. Box 506, Canadian Grocer, Toronto, Ont.

WANTED—SECOND-HAND SILENT SALESman. Not more than 4 ft. long and 34 in. high. Hopkins, Mark Co., Ltd., Kinmount, Ont.

WANTED—FIRST-CLASS, COMPETENT GROcery clerk. Apply J. P. McLaughlin, Timmons, Ont.

REFRIGERATOR SUITABLE FOR MEAT AND butter, in store. Size about 60" and 28" and 6' high. Must be in good repair. F. W. Holt, Torrance, Ont.

FOR SALE

COMPUTING SCALE FOR SALE, PRACTIcally new. Suitable for Confectioners, Bakers or Grocers. Apply S. Bryan, Boxes, Ltd., Ottawa.

FOR SALE—A GOOD COUNTRY GENERAL merchandise business about 40 miles north of Regina. Present stock $9,000.00, but will be reduced to suit purchaser. Turnover $28,000.00. $2,500.00 will handle. Buildings will be either rented or sold. Apply Box 496, Canadian Grocer, Toronto, Ont.

MEAT BUSINESS, ANNUAL TURNOVER $13,000. Clear title. $1,000 will handle it. No opposition. Good town and country trade. Good reason for selling. Apply Box 402, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WHITE COTTON
SUGAR LINERS
E·PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adverliser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

AGENCIES WANTED

PARIS AGENTS DESIRE TO ENTER INTO relationship with manufacturers of food products in order to place these products on sale in France. Send particulars of prices, and if possible, small samples to L. Saint-Aubin, 22, Rue de Dunkerque, Paris. Excellent references.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

SUPPLIES, LIMITED, KENTVILLE, N.S., Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

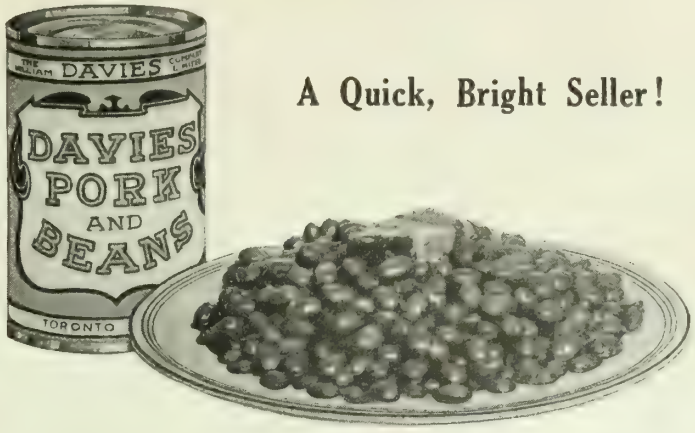
When answering Advertisements please mention Canadian Grocer

COLLECTIONS

YOUR MONEY IS YOURS!
BUT HOW CAN YOU GET IT?

Many merchants are faced with this unpleasant task.
Clearing up bad accounts is a job most merchants abhor.
It takes time and most people do not want to be bothered with such a task. And yet the money really belongs to them.
Well then, let us know all about it and in a short time our thorough and practical organization will prove its ability to help you.

THE NAGLE MERCANTILE AGENCY
Westmount (Montreal) Que.



A Quick, Bright Seller!

A healthful food product—representing the best form of nourishment—at low cost

EVERYBODY who has tasted *Davies Pork and Beans* says: "Fine! Couldn't be nicer!"

And no wonder. These beans are all hand sorted; and finer, sounder, firmer beans you couldn't wish for. Carefully cooked and accompanied by a tasty piece of choice pork they're simply *delicious!*

We put them up in attractively labelled tins in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz.) and in addition to being steady, "all-the-time" sellers they lend themselves admirably to effective window and counter display.

Order a few cases and watch your sales grow bigger! We sell them plain or with Tomato Sauce (put up in 2 doz. to the case).

Let our Traveller take your order—or send us a postal card.

Sold in 1's (11 oz.), 1½'s (16 oz.) and 2's (20 oz.) Tins
PLAIN AND WITH TOMATO SAUCE

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

BRANCHES AT MONTREAL AND HAMILTON

Canada Food Board Packer's License No. 13-50

The Sugar Grandmother Liked Best

Lantic Sugar

AN investigation conducted by ourselves developed the fact that there were many people who did not know that the old-fashioned brown sugar they knew years ago, could be obtainable to-day.

Acting on this information, we put out an advertising campaign drawing the attention of the consumer to the delicious qualities of

Lantic *Old Fashioned* Brown Sugars

The effect of this announcement spread rapidly all over the country, with the result that our sales of these sugars has increased enormously. Our recipe book, "Grandmother's Recipes" which we advertised would be mailed free to anyone writing in for it, has been distributed in thousands of homes from one end of the Dominion to the other. The booklet not only gives some excellent old-time recipes, but tells how to keep the sugar fresh and moist, an essential thing to know.

Lantic Old-Fashioned Brown Sugars are packed in 100-lb. bags, each bag bearing the well-known RED BALL trade-mark. We make three varieties, known as Light, Brilliant and Dark, and each of them is the finest grade of soft sugars ever offered the public.

If you haven't a supply of these sugars on hand, you can readily obtain same from your wholesaler

May we send you a copy of "Grandmother's Recipes" referred to above.

Atlantic Sugar Refineries, Limited

MONTREAL

CANADIAN GROCER

Published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879.

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII **PUBLICATION OFFICE: TORONTO, MARCH 21, 1919** **No. 12**

FOR over twelve years the GENUINE-ORIGINAL Kellogg's Toasted Corn Flakes have always been sold in the Red, White and Green Package. NEVER CHANGED.

QUICK SELLERS
NOT
SHELF STICKERS

GREATLY INCREASING
ANNUAL SALES

MOST
PROFITABLE
TO HANDLE
AVOID IMITATIONS

KELLOGG'S TOASTED CORN FLAKES are only MADE IN CANADA BY

The Battle Creek Toasted Corn Flakes Co., Limited
Head Office and Plant: **LONDON, ONT.**

O-CEDAR Polish is a quality product strongly backed by merit, service and satisfaction.

We know we have in O-Cedar Polish Mop and O-Cedar Polish two products the women of Canada want. We do not depend entirely on the merits being advertised by word of mouth or personal recommendation. We bring newspaper, magazine and street car advertising into play as well—strong and persistent advertising that keeps the line continually in the public mind. When you feature this class of product—you will be repaid for the effort you put into it.

EVERY day some of the women in your district are hearing about O-Cedar Products — how they lessen the work of housekeeping. They are reading our advertisements in newspapers circulating all over the Dominion, and they are hearing about O-Cedar from their neighbors.

You should let them know, in the most forceful way possible, that they can buy O-Cedar Products in your store. There may be dozens of people who would buy O-Cedar from you if they were simply reminded of it by an attractive window or store display of O-Cedar Mops and O-Cedar Polish.

O-Cedar Polish

will do wonders for you—if you will give it a fair chance. It is by linking your business to a well-known, well-liked product such as O-Cedar Polish and O-Cedar Polish Mop that you can "register" your store as "a store of satisfaction" and get the confidence and trade of the best class of people.

Channell Chemical Company, Limited
TORONTO

It's Easier to Sell Borden's than any other Kind

because your customers know that Borden's have set the standard of Quality in Milk Products for generations.

They are being told this — they are being convinced of it — through the consumer advertising by which we are helping every Borden dealer to multiply his sales.

Is our co-operation in this regard helping you? There is no reason why it should not. Just keep your Borden stocks displayed and watch results.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL and VANCOUVER

Back a good line with a good display

For warm days or cool days, for every-day meals, or for parties, no other dishes are more delightful and easier to prepare than those made from

Shirriff's *Jelly Powders*

All are distinctive with well-defined flavors, one of the principal ingredients being the healthful fruit flavors.
This is a line that will bring repeated orders, increased sales, and a good margin of steady profits. Encourage the demand by means of an attractive Shirriff window display which shows the great range of popular flavors.
If you are not acquainted with this sales-boosting line, write us for particulars.

Imperial Extract Company, Toronto

Representatives: Harold F. Ritchie & Co., Limited, Toronto, Montreal

Canada Food Board License No. 14-91

Toronto Meat Slicer

Best slicer in the world. It pays to buy the best.

Our slicer has a wide carriage, a device for removing the rind and all the other good features that go to make it the best slicer made.

KEEP YOUR MONEY IN CANADA

Write us for terms and prices

Canada Scale & Slicer Co., Ltd.

Toronto Office: 482 College St.

T. Ferguson, Sales Manager

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Imported Norwegian Sardines

You will be glad to hear that we have been able to secure a large shipment of our well known line

Crossed Fish Brand

Sardines

These are now on the way and we can book your order for Delivery on arrival in April or early May.

We recommend your covering your requirements without delay.

Prices on request.

W. G. Patrick & Co., Limited

Canadian Distributors

Toronto Montreal Winnipeg New York Chicago

"Thistle Brand"
Scotch Cured
- Genuine -
Finnan Haddie

- a line of Economy and Purity

When you sell "Thistle Brand Haddies" you can recommend them and **guarantee** them.

They are a **quality** line—scrupulously clean, **full weight,** and every particle eatable.

"Thistle Brand Haddies" always satisfy.

CANADIAN FOOD CONTROL
License 6-227

Sole Agents:

Arthur P. Tippet & Co.

ROYAL ACADIA SUGAR

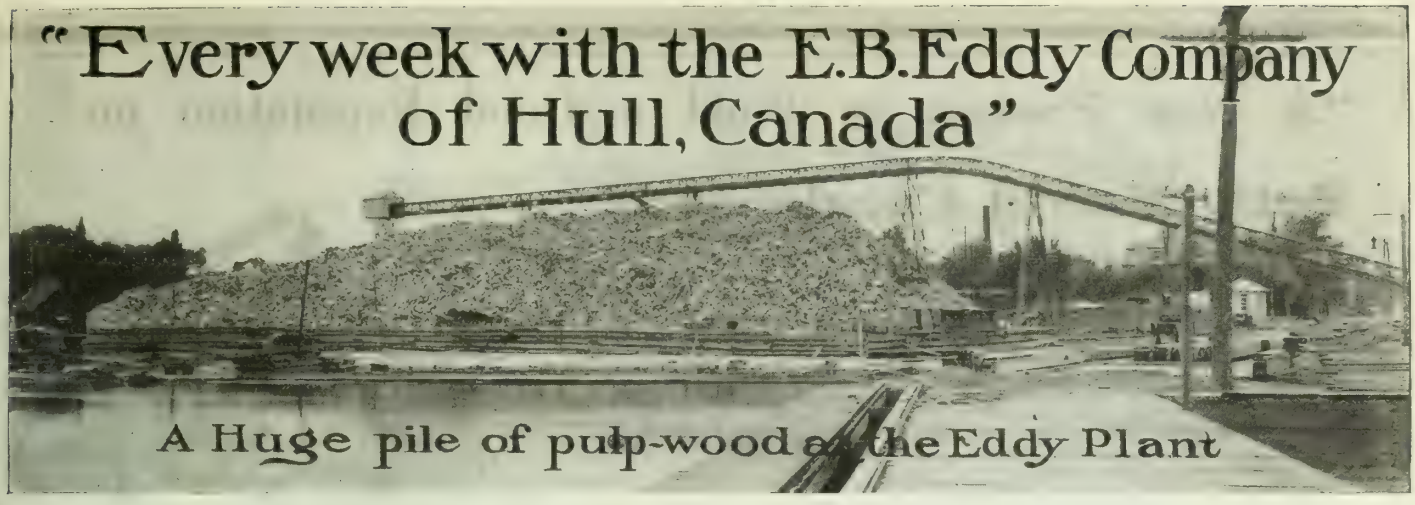
In 2 and 5 lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

THE unexcelled sweetening properties of Royal Acadia Sugar have won for it the lasting confidence of the Canadian Housewife. So that when you recommend Royal Acadia you are assured of your customer's approval and her continued sugar patronage.

Every Grain Pure Cane

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated March 21, 1919 **Being No. 26 in the Series**

MAKING EDDY CO. SULPHITE FIBRE: "COOKING" IN THE BIG DIGESTERS

IT is when you come to the digesters that the great difference between making mechanical pulp and making sulphite pulp becomes most evident. The wood has been reduced to chips mechanically, but there ends the mechanical effort required. Within the digesters there is no machinery. They are simply huge sealed cauldrons in which, under the action of steam and acid, the wood loses all its resin and non-fibrous substances, and becomes pure white, silky fibre fit for the finest paper-making.

The first battery of digesters at the Eddy Plant consists of four big boilers, each forty feet long by thirteen feet six inches in diameter. They are made of steel three-quarters of an inch thick, and inside the steel sheathing there is an acid-proof lining of brick and cement nine inches thick.

The wood chips tumble through a man-hole in quantity sufficient to fill the digester about two-thirds full. The digester is sealed up securely, except for the pipes and valves through which acid and steam are admitted according to the requirements of the Eddy Process (which is, of course, a secret). The time of "cooking" varies according to the exact quality of pulp required. Slower cooking gives a longer fibre, and makes for a stronger paper. As originally devised the sulphite process used to take as long as twenty-four hours. Now seventeen hours are sufficent for a thorough "cooking," and the process can be accomplished at need in as short a time as ten hours.

After the chips have cooked for the prescribed period, the acid is run off, and water is run in clear and pure to wash the cooked fibre. For four hours at least the washing process is kept up. Then when the water is drained off, men enter the digester with shovels, and dig out the fibre which is now white and tenacious, but which has still many processes to go through.

Special Selling Points of Eddy's Famous "Silent 5" Matches

Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which ensures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which these Special and Successful Selling Points of Eddy Matches are produced will be described in forthcoming articles in this series.

"A New Product to Build a Good Reputation on"

Betty Brand Condensed (SWEETENED) MILK

There's a big business assured the dealer who stocks up with "BETTY" BRAND Condensed Milk. It is the purest quality on the market, and with each sale you can be certain of satisfied customers.

If you have not been called on, just write us direct for further particulars.

"BETTY" BRAND Condensed Milk comes from the purest of pure milk, condensed to the consistency of rich cream, and sweetened with pure sugar. There's an absence of *peculiar flavor* about "BETTY" Milk which makes it an instantaneous favorite. Some customers buy it in quantities. Fine for camping parties, Summer homes, and every household use; also highly recommended as an infant food.

The Laing Produce & Storage Co.. Ltd., Brockville, Ont.

BELL, KING LIMITED

Wholesale Fruit and Produce Merchants

187-191 McGill St. - - - - MONTREAL

Announce to the trade that they keep a full Line of Fruits and Vegetables.

Specializing in

ORANGES, LEMONS, GRAPEFRUIT, APPLES BANANAS, TOMATOES, NEW CABBAGE and CELERY.

Every Precaution and Care are taken in selecting sound and well packed goods.

Get our prices before ordering elsewhere.

CLARK'S PORK & BEANS

with Tomato Chili or Plain Sauce

You will find, Mr. Grocer, to be your best line in Pork and Beans.

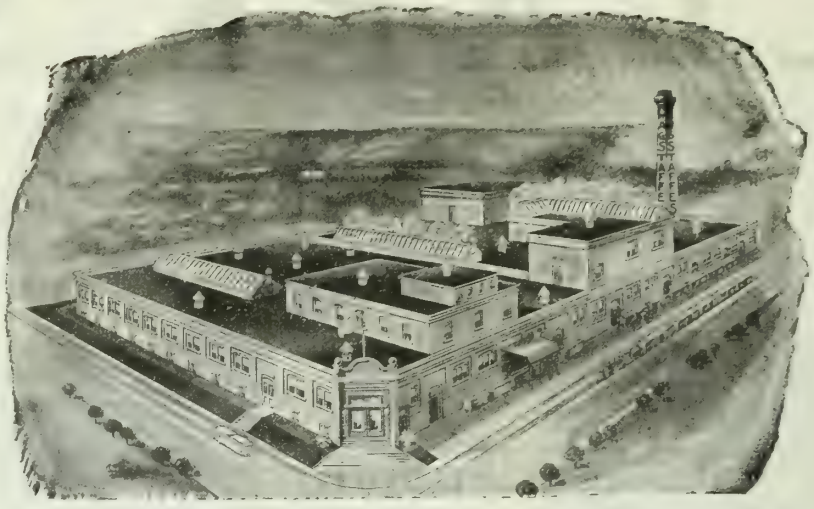
For quality, flavour and perfection in cooking they are, as you know, unequalled. They have been for many long years a household necessity with Canadians, and the Clark advertising is designed to make them more so and to increase your sales.

Stock the Beans That Sell

W. Clark, Limited Clark's **MONTREAL**

CANADA FOOD BOARD
License No. 14-216

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

-the New Marmalade

Sunkist
ORANGE
MARMALADE
(Sweet)
MADE THE HOME WAY IN THE SUNKIST KITCHENS WITH FRESH RIPE ORANGES AND LEMONS FROM SUNKIST GROVES GRANULATED SUGAR AND PURE WATER NOTHING ELSE

A $2,000,000 Introduction

A Leader from the Start

Two Kinds: *Sweet and Bitter Flavor*

Sunkist Grapefruit Marmalade is one of the finest bitter marmalades ever placed on the market.

SUNKIST Marmalade entered the market January 1st. The first full page color advertisements appeared in March magazines. These advertisements announced three new Sunkist products to a public which already bears strong good-will toward the name Sunkist. The three new products are

Sunkist

Orange Marmalade (Sweet)
Grapefruit Marmalade (Bitter Flavor)
Orange Jelly

Continuous National Advertising

Your stock of these new Sunkist products will have advertising behind it continuously. Forceful, selling advertising which will be continued with the same steady integrity that has distinguished Sunkist orange and lemon advertising.

In the last ten years $2,000,000 has been invested in advertising Sunkist oranges and lemons. Sunkist is a standard of quality on oranges, lemons and grapefruit. It will also be a standard of quality on orange and grapefruit marmalade.

Therefore we say that Sunkist Marmalade and jelly come before the consumer with a $2,000,000 introduction.

50,000 Sample Jars—Get One for Yourself

A free offer of sample jars is a part of our first advertisements. People who send for these samples will like the product. We have proved its quality by a three-year test. You yourself ought to sample Sunkist Marmalade. Send us a request on your letterhead or bill-head. We will also send you an attention-getting counter display of typical Sunkist attractiveness.

Order from Your Jobber

Ask your jobber for list of prices and sizes of Sunkist Marmalade.

California Fruit Growers Exchange
Shippers of Sunkist Oranges and Lemons

MAIN OFFICE
LOS ANGELES, CAL.

Orange Products Dept.
2 Mark St.
TORONTO, CANADA

Putting Reputation and Reality Behind Your Jam Displays

When you show Curling Brand Grapefruit Marmalade in your windows or upon your counter you are backing a product of sound repute---a marmalade with a reputation that is strengthened by the actual realization of better quality so apparent in every bit of this tasty wholesome product.

Another excellent seller is **ST. WILLIAMS APRICOT JAM.**

Delicious, fine flavored and economical, this jam is always popular with careful spenders.

Fresh stock on hand to meet your requirements.

St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

REPRESENTATIVES:

Maclure & Langley, Limited

Montreal TORONTO Winnipeg

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers,
Commission Merchants
410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.
Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Williams Storage Company, Winnipeg
also Winnipeg Warehousing Company
LARGEST STORAGE, DISTRIBUTING AND FORWARDING HOUSE IN WESTERN CANADA
Track Facilities Steam Heating Total Storage Space 96,000 square ft. Bonded or Free Storage

Watson & Truesdale, Winnipeg
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.
Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRI-
BUTION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.
Ample capital—and the reliability that goes with it.
A record of results—and the prestige that follows it.
An energetic, result-getting organization—with satisfied clients to prove it.
Are all at your disposal if WE represent you.
Every branch a business in itself, directed by capable, experienced managers.
All varieties of Food Products.
If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE **DISTRIBUTING** **FORWARDING**

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED	Winnipeg, Man.	W. H. ESCOTT CO., LIMITED	Calgary, Alta.
W. H. ESCOTT CO., LIMITED	Saskatoon, Sask.	W. H. ESCOTT CO., LIMITED,	Fort William, Ont.
W. H. ESCOTT CO., LIMITED	Regina, Sask.	W. H. ESCOTT CO., LIMITED	Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG *Write Us*

We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

D. J. MacLeod & Co.
Manufacturers' Agents and Grocery Brokers
EDMONTON, ALTA.
Open to negotiate for new lines in Alberta Our staff calls on wholesale trade and does detail work.

Joseph E. Huxley & Co.
Wholesale Grocery Commission Agents
WINNIPEG CANADA

MacDONALD BROKERAGE CO.
ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?
Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

Mention This Paper When Writing Advertisers.

C. H. GRANT CO.
Wholesale Commission Brokers and Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg
We represent some of the best manufacturers, of whom the undermentioned are examples. We will give your line the same attention.
Among the lines we represent are products of Pugsley, Dingman Co., Ltd., John Taylor & Co., Ltd., and Quaker Molasses Candy from Port Arthur to the Rockies.

FINEST CRYSTAL GELATINES
Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.
SOLE AGENTS FOR CANADA
F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS
Will you cater for those in your town?
Ask your jobber for them or write for samples and prices to
SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

VOL-PEEK

FIRST AID IN THE KITCHEN—

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)

The Financial Post

This is a business man's paper. It is of interest to every man who has money invested either in his own business or in bonds and securities of various kinds. It is published weekly, and the news is given in very readable form.

Wholesale and retail merchants find it valuable because they are interested in market tendencies and market factors, not only as applied to their business, but also as applying to business in general. They need to know conditions local and remote. They need information to enable them to buy right and sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper, I will remit $3 to pay for my subscription on receipt of bill.

.....

.....

C. G.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker, Flour, Feed, Provisions
84 Peter Street, Quebec
I am buyer of Peas, Beans and all kinds of Feeds and Grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

Genest - Genest, Limited
Grocers' Specialties
If you want good, live representation by experienced salesmen, write us.
Best references can be furnished on demand.
Board of Trade Bldg., - Montreal

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

ATLANTIC MILLING CO., Limited
PICTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.
Mdse. Brokers, Man'f's Agents
Liberal Advances Made on Consignments
18 Germain St., St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

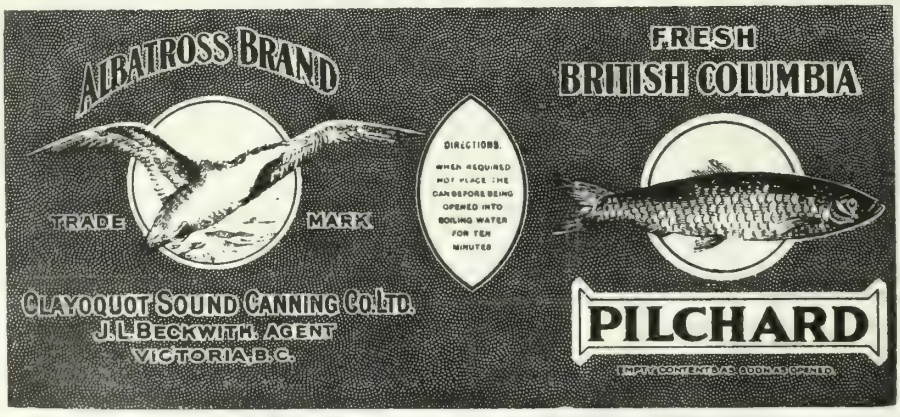
W. H. HIND & Co.
WHOLESALE GROCERY BROKERS
MANUFACTURERS' AGENTS
28 Imperial Blk., Vancouver, B. C.
Let us discuss this territory with you

When answering Advertisements please mention Canadian Grocer

See Page 72 of this Issue, it will interest you. It has helped others, it may help you.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



Your Customers Will Like
ALBATROSS BRAND
PILCHARD

It is a wholesome and delicious **Sea Food** and with the prevailing big demand for fish dealers will find **Albatross Brand Pilchards** a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

J.W.BERRY, Tea Importer

Import orders executed for Ceylon and Indian Tea for 25 cases and over to any amount. No need for you to issue letter of credit. Will guarantee that bulk is equal to sample. J. W. Berry is alert and watchful as to the pulse of Ceylon and Indian markets (being in constant cable communication) and will give instant and correct telegraph information of conditions on enquiry.

J. W. Berry does not concern himself with common wishy-washy tea; only imports good liquoring tea—tea that will give best results as to liquor after fresh boiling water application. J. W. Berry has had a long, active and intelligent service in the tea trade, and will be happy to place his knowledge and services at your disposal if you so wish. A large stock of tea held in Vancouver, samples will be sent on application.

Bankers: Bank of Nova Scotia. Office: 33 Bank of Hamilton Bldg. Warehouse: 349 Railway St., Vancouver, B.C.

ORIENTAL PRODUCTS

Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Ginger, etc.

Our quotations are very attractive.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER, B.C.

Head Office at Exchange Chambers, St. Mary Axe., London, E.C., England

Branches at

Hong Kong, Shanghai, Foochow, and Hankow, China. Yokohama, Kobe and Tokio, Japan, Colombo, Ceylon. New York, N.Y., U.S.A. Seattle and Tacoma, Wash., U.S.A. Portland, Ore., U.S.A. San Francisco, Cal., U.S.A. Victoria, B.C., Canada. Antwerp, Belgium.

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

Rich in flavor and high in food value

Defiance Packing Co., Ltd.

Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Watson's KIPPERED HERRING

Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. **Pickled:** Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

LET US QUOTE YOU ON ORIENTAL LINES

Isinglass, Electrical Goods, Brushes (all kinds), Camphor, Cocoanut, etc., Mirrors, Lead Pencils, etc.
Write or Wire for Prices. It means money to you.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

Established 1905

IMPORTERS EXPORTERS

Salmon Commandeered

SNOW CAP
BRAND
PILCHARDS

are more delicious than
SOCKEYE
and are less than half the price.
For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

"Snow Cap"

is Hand Packed by

Packed in 1 lb. Talls and 1-2 lb. Flats
Sold by Your Jobber.

The Nootka Packing Co., Ltd.
NOOTKA, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

We are offering the best value in Rice on the Canadian market to-day.

Canada Food Board License No. 4-517

Wantmore
PEANUT BUTTER
The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.
Manufacturers
CALGARY SASKATOON REGINA

License No. 15-241

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

"My Right Hand in the Home" — the Aluminum Cleanser.

FRICTION is sometimes better than suds. Where soap fails, American Steel Wool begins.
Cleans aluminum, Pyrex, copper, glass, crockery enamel and other cooking utensils.
Saves the hands. No gloves are necessary as the fine steel strands are wooled to a soft mass.
The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**
Six grades and each for a special use: Numbers 00, 0, 1, 2, 3, 4.
Grade No. 0 is the ALUMINUM Cleanser.
Goods packed in a counter display container. One dozen in each.
You will make a profitable investment when you stock this line.
Have your wholesale grocer supply your requirements.

W. J. CHAMBERS & Co.
Sole Agents, 43 Scott St., Toronto

The Toilet Soap that everybody likes

You'll find Palmolive an easy seller

Palmolive Soap is the most popular toilet soap on the market today.

It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(911)

Furnivall's

Fine Selected Fruits and Pure Cane Sugar are the two chief reasons why Furnivall's Jams lead the procession where quality and wholesomeness are concerned. Send along your order and start bigger jams sales coming.

FURNIVALL - NEW,
Limited
Hamilton, Canada

Canada Food Board License, No. 14-167

AGENTS—**The City of Ottawa** and the **Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** R. M. Griffin. **Cape Breton, N.S.:** O. N. Mann, Turnbull Bldg., Sydney, N.S.

EUREKA

REFRIGERATORS

are
Made in Canada
by
Canadian Workmen

Guaranteed to give Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

Built to last a Lifetime

Write for our New Catalog

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal

Everybody's Favorite

Make it your big Summer Seller

When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.

PRIDE OF CANADA

PURE MAPLE SUGAR AND SYRUP

New supply will be on the market soon. Order your supply now. We guarantee our Goods to be absolutely pure. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S. and The Canadian Maple Products Company, Ltd., 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE LEAF PRODUCERS ASSOCIATION LTD.
OFFICES: 58 WELLINGTON ST. W., MONTREAL

KLIM
IN POWDER FORM

The modern trend is toward using only what is most convenient and economical. Klim is the logical successor of liquid milk with its expensive and uncertain delivery, waste, and general inconvenience.

Klim saves your customer time and money and is a new source of profit to you.

Canada Milk Products
Limited
TORONTO
Montreal Winnipeg St. John
Stocked by all Wholesale Grocers
Canada Food Board License No. 14-242

Fresh car of Fancy
Boxed Spies, also
Russets, Greenings
and Ben Davis.
Hothouse Cucumbers,
Florida Tomatoes,
Cauliflower,
Pineapples,
Oranges and other
Fancy Imports.

Send in Your Order.

McBRIDE BROS.
House of Quality
35 Church St. - Toronto
Canadian Food Control Licenses Nos. 3-027 and 3-028.

Now a Staple Article of Food

Rye Flour is no longer a mere substitute. The requirements of the War Board have introduced it to every housewife in the land and it has come to stay.

B.B. Brand—always reliable—is the best Rye Flour to stock. Put up in 98's, 49's, 24's and bales of 10-10's usual differentials.

B. B. RYE FLOUR MILLS LTD., WINNIPEG
License Nos: 4-295, 4-075

B.B. RYE FLOUR MILLS BB LIMITED WINNIPEG

Mention this Paper When Writing to Advertisers

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year," "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward. Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
—143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for one dollar.

Money to be enclosed / remitted

Signed .....

C.G. .....

Chocolate Decorated EASTER EGGS

Buy them now

We have all sizes to retail at 5c., 10c., 20c., 25c., 75c., $1.25, $2.00 and $3.00

Also some good novelties in feather and cotton chicks, etc. Do not wait. Order while we have a good selection.

Lauder's Fine Chocolates—Cent Goods.

Chas. Lauder Co.

95 and 97 Ontario St. **Toronto**

MONSIEUR A. ESCOFFIER, the world-renowned Chef-de-Cuisine of the CARLTON HOTEL, LONDON, has prepared, specially for export to CANADA, a selection of his most exquisite Chef-d'oeuvres —SAUCES, SOUPS, PICKLES and CHUTNEYS— which have made his name supreme in culinary art amongst Royalty and discriminating epicures. Sauce Robert is one of them.

SOME CERTAIN PROFIT EARNERS:

For Fish: Escoffier Sauce Diable.

For Fish and Meats: Escoffier Derby Sauce.

For all Viands: Escoffier Sauce Robert.
Escoffier Pickles.
Escoffier Chutney.
Escoffier Tomato Chutney.

For Sweets: Escoffier Sauce Melba.

ESCOFFIER LIMITED, 6 Ridgmount St., London Eng.

A.B.C. Code, 5th. Edition.

TELEPHONES
WESTMOUNT 3566-3567-3568

THE MARVEL BAKERY WHERE

Dent Harrison

KEEPS THE QUALITY UP

CORNER OF PRINCE ALBERT & SOMERVILLE AVES

WESTMOUNT, P.Q.

WE WILL BRING DENT HARRISON'S MARVEL BAKERY TO YOUR STORE

Yes, you can now have the bread baked in the finest bakery in Canada, for sale in your store. This bread has a Dominion-wide reputation for quality. Your customers will appreciate your efforts to secure them a good loaf of bread.

SEND US A TRIAL ORDER

The bread is packed neatly in cartons of two, three and four dozen sizes. Fruit cake in cartons of sixteen pounds, and mother's cakes in one dozen lots. Shipped anywhere in the Province.

Write, phone or wire for quotations and we will enclose with your first order fine illustrations of our bakery.

DENT HARRISON

WESTMOUNT, P.Q.

Strong Advertising Sells "Good" Tea

YOU must have seen—and read—some of the Red Rose Tea advertisements that are appearing in nearly all the leading newspapers in Canada.

This Advertising is creating new users of Red Rose Tea. It is moving the Red Rose packages off the grocers' shelves.

With Bulk Tea, the grocer has to do ALL the selling, and take ALL the blame if the customer finds fault with the tea.

With Red Rose, the grocer has nearly all of the selling done for him, and we shoulder all the responsibility should a Red Rose package fail to satisfy his customer.

Every package guaranteed.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary

She's sure to like Keen's

Every good housewife does. Its quality is the customer's guarantee of complete satisfaction——always.

Keep your stock of Keen's Oxford Blue always on display. It's a Repeater.

A Counter Display Stand like this will help your sales along

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal 30 Church St., Toronto

You are looking for a live Western Firm to handle your product?

We'll give you aggressive, resultful representation in Western Canada.

Our Annual Purchasing Power Is Twelve and a Half Million Dollars

The standing of the Wholesale Houses for which we are purchasing agents and the fact that we handle only first quality goods insure your product being introduced to the West under the very best auspices.

Correspondence solicited.

Consolidated Purchasing Co., Ltd.

E. Nicholson, General Manager

313 - 319 Pacific Ave. Winnipeg, Man.

CANADIAN GROCER

Vol. XXXIII. TORONTO, MARCH 21, 1919 No. 12

Ogilvys Adopts Cash and Carry

Original Idea to Handle Package Lines Only is Further Developed—"Kash and Karry" Slogan Now Adopted to Stimulate Greater Selling—"Kash" Policy Well Received, and "Karry" Will Be Popular

"WE opened our grocery department last April, and it has been successful," said A. B. Macdonald, of Jas. A. Ogilvy's, Limited, St. Catherine street, Montreal, to CANADIAN GROCER.

The primary object of the firm in opening this department was that of obtaining new customers for their other departments and of retaining those they already had. For there were others bidding for the business of Montreal's housewives and in the policy of several of the larger stores, the grocery department was made one of the big "drawing cards." And it was thought further that the carrying of a few lines, and most of the package goods, would fill the bill and meet the seeming necessity of offering something special to the woman shopper. And so the department was opened in the basement, and here it has been conducted with increasing success for the past ten months.

Pure Food Show

At the present time a Pure Food Show is in progress. This has been inaugurated with a two-fold idea. In the first place the public is invited to view the products of various manufacturers of foodstuffs, and as actual demonstrations are given to the customer, a considerable attraction is afforded. Booths have been erected and in each of these (numbering in all 41), a tasteful display of products is made and each placed in the care of an attendant or "demonstrator." In this way the prospective customer is readily introduced to the various lines offered.

"One manufacturer said that he would propose to give away a quantity of samples of his goods. I did not approve of this as being worth much," said Mr. Macdonald. "For to my mind one must demonstrate to the user what a product is and what value it possesses."

"Then you think the customer is not impressed with these free 'hand-outs,' Mr. Macdonald?"

"I believe that the customer should be shown the value of a given line of goods and the salesman or demonstrator can do this," was the reply. "We aim to give our customers what they wish, but we get behind lines that give us a profit and advertise and feature these."

How to Establish Cash Basis

"There is one thing that has impressed me, with regard to the adoption of a cash basis by the grocer," said Mr. Macdonald. "He seems to be afraid to put this into effect. When we spoke of opening our grocery department the difficulty of putting it upon a strictly cash basis presented itself. Said the treasurer at that time, "It is plain that we are going to have $25,000 to $30,000 on our books if we attempt to charge goods in this department,—it is out of the question."

"And so," continued Mr. Macdonald, "we placed the department upon a strictly cash basis and it has been a success. All that we found it necessary to do was to tell the customer plainly that groceries were sold strictly for cash, and they come along with the money. It seems to me that if the grocer would take a firm stand in this

Continued on page 29

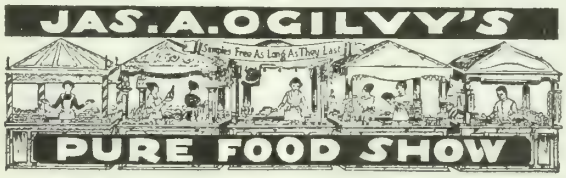
JAS. A. OGILVY'S Limited

ST. CATHERINE ST. & MOUNTAIN ST.

Open Daily 9 a.m. to 6 p.m. Phone Uptown 6400.

Just a Minute, Please!

JAS. A. OGILVY'S



Tomorrow will witness the opening of the Greatest PURE FOOD SHOW Montreal has ever seen. No less than forty-one booths showing the choicest products of Canada's forty-one leading manufacturers, packers, canners and producers of the best and purest foods, including such well-known firms as:

Wm. Clark & Co.	J. H. Heinz.
McLaren's (Imp. Cheese)	Wagstaffe's Jams.
Walter Baker's Cocoa.	Harris Abattoir.
Dalley Corporation (Coffees, Etc.).	Lipton's Teas.
Big 6 Cereal.	Pears' Soap.

The number of exhibits is bewildering, and every housewife will find it to her interest to attend OGILVY'S PURE FOOD SHOW.

Open daily from 9 a.m. to 6 p.m. from Saturday, March 1st, to Monday, March 31st, both days inclusive.

Thousands of samples to be given away free. A. R. Brown's Orchestra for dancing daily from 2 to 5 p.m. Tomorrow, Saturday, the Orchestra will play from 10 a.m. till noon and from 2 to 5.

During the continuace of this PURE FOOD SHOW all sales will be

KASH AND KARRIE

Ogilvy's K. & K. system will be the money saver of the day. For instance: Clark's celebrated Pork and Beans in Tomato Sauce, Regular 13c a tin, will be sold 3 for 25c—and there are hundreds of like savings.

Something new every day—so come every day if you can. Special sample attractions for tomorrow, the opening day.

The way Jas. A. Ogilvy's, Ltd., Montreal, is featuring the Pure Food Show in connection with their Grocery Department.

Figures in Canadian Tea Consumption

Full Figures For the Current Year Published For the First Time—Tea Subject to Revenue Tax—Some Deductions Suggesting Present Stocks Available

THE accompanying statistics regarding importation of tea present certain features bearing upon the actual situation in Canada to-day, as revealed by these figures.

It would appear that a normal importation of tea during the five years 1913-17 is about forty million pounds annually. In the last fiscal year named the importation was 37,654,868 lbs., and it was realized by the trade that at the end of the fiscal year 1917, namely, March 31st of that year, the stocks held in Canada were unusually light, corresponding with the lighter importation. It would appear from the returns for the fiscal year 1918 that the shipments into Canada were in excess of normal by about eighteen million pounds, so that although many desirable grades of tea have been scarce during the past year the actual total supply was considerably in excess of demands.

Present Year's Imports Far Below Normal

The importations from the end of the fiscal year 1918 to end of January, 1919, were 12,536,609 with only two months of the fiscal year to run, and it is well known that during the two months, February and the current month of March, importations had been unusually light, and would not appear to reach one million pounds. If we take then the importation for the fiscal year ending March 31, 1919, as showing an importation of thirteen and a half million pounds, and add the surplus of the fiscal year 1918, or eighteen million pounds, you get the total available for consumption during the fiscal year ending March 31, 1919, which would be short of a normal importation of about eight to nine million pounds.

Consumption Probably Declined

It is possible, and, perhaps, even likely, that owing to the absence of the men of the expeditionary force and others during that year that our consumption has been less than normal, but it is certain that at the present date there is no abnormal stock of tea in Canada, and while undesirable grades are still plentiful and give in some quarters the impression that tea is still abundant, the facts are that the plentiful supply is confined entirely to this one grade, and, consequently, importers are coming into the market freely for importation of other grades generally, and the position and the market are both considerably stronger to-day than at any time during the past twelve months.

Canada in Export Trade

As another factor in decreasing the supply, there has grown up a fairly extensive export trade. It is understood

Tea made subject to Inland Revenue tax from May 1st, 1918 to March 1st, 1919,

24,514,948 lbs.

Imports into Canada for consumption for ten months ending January, 1919:

	Quantity	Value
From United Kingdom	23,277	$ 5,533
" British India	1,720,876	378,418
" Ceylon	1,299,829	297,866
" Jamaica	10	6
" Hong Kong	151,132	41,941
" Newfoundland	22	11
" China	399,568	92,842
" Japan	2,688,534	687,300
" Dutch East Indies	6,176,338	1,251,006
" United States	77,023	21,157
	12,536,609	$2,776,080

Imports into Canada for consumption during month of April, 1918 (included in above total):

From United Kingdom	.....	.....
" British India	775,644	$166,111
" Ceylon	284,542	77,991
" Hong Kong	11,290	3,534
" China	241,255	62,706
" Japan	377,434	69,048
" Dutch East Indies	2,306,218	428,410
" United States	7,629	2,965
	4,004,012	$810,765

IMPORTS FOR CONSUMPTION, BY COUNTRIES, DURING THE FISCAL YEARS ENDED MARCH 31, 1913-1918

Total Quantities

Imported from	1913	1914	1915	1916	1917	1918
	Lb.	Lb.	Lb.	Lb.	Lb.	Lb.
United Kingdom	13,937,870	13,325,663	13,563,807	15,028,017	20,395,656	1,752,667
British East Indies—						
India	8,880,467	9,873,033	11,402,375	9,034,637	4,048,219	20,895,500
Straits Settlements	.....	.....	.....	.....	.....	.....
Other	9,363,153	8,707,427	7,823,075	7,373,281	4,687,562	13,433,086
British West Indies	700	.....	25	160	40	.....
Hong Kong	131,562	187,082	280,409	240,072	193,990	316,810
Newfoundland	.....	2,490	70	175	.....	27
Austria-Hungary	.....	.....	300	.....	.....	.....
China	2,676,347	1,199,312	2,461,705	2,053,771	1,367,783	2,138,781
France	.....	.....	4	.....	.....	.....
Japan	4,575,760	3,551,288	1,446,607	5,951,309	6,577,932	7,252,142
Mexico	.....	.....	.....	.....	.....	900
Netherlands	.....	.....	3,875	.....	.....	.....
Dutch East Indie	209,863	480,370	331,756	661,349	177,027	12,339,753
United States	220,333	301,653	516,697	313,168	206,659	203,453
Total	40,296,055	37,628,322	40,830,701	40,655,939	37,654,868	58,333,119
Recapitulation						
British Empire	32,613,752	32,095,695	33,069,761	31,676,342	29,325,467	36,398,090
Foreign Countries	7,682,303	5,532,627	7,760,940	8,979,597	8,329,401	21,935,029

IMPORTS FOR CONSUMPTION, BY COUNTRIES, DURING THE FISCAL YEARS ENDED MARCH 31, 1913-1918

Total Value

Imported from—	1913	1914	1915	1916	1917	1918
United Kingdom	$2,620,212	$2,623,639	$2,749,368	$3,278,820	$4,817,719	$ 555,715
British East Indies—						
India	1,374,568	1,635,084	1,938,608	1,831,625	752,749	4,977,720
Straits Settlements	.....	.....	.....	.....	.....	.....
Other	1,660,924	1,518,491	1,449,085	1,618,310	1,011,475	3,617,683
British West Indies	143	.....	6	55	10	.....
Hong Kong	59,100	31,060	40,235	36,588	35,577	72,167
Newfoundland	.....	371	26	55	.....	12
Austria-Hungary	.....	.....	76	.....	.....	.....
China	316,219	154,490	299,534	272,049	206,439	375,836
France	.....	4	.....	.....	.....	.....
Japan	741,101	571,447	752,934	1,047,798	1,061,798	1,349,884
Mexico	.....	.....	.....	.....	.....	96
Netherlands	.....	.....	775	.....	.....	.....
Dutch East Indies	36,920	76,482	57,046	144,405	35,494	2,709,173
United States	34,433	38,648	76,557	42,195	33,525	55,147
Total	$6,843,620	$6,649,716	$7,364,250	$8,271,900	$7,954,786	$13,713,427
Recapitulation						
British Empire	5,714,947	5,808,645	6,177,328	6,765,453	6,617,530	9,223,297
Foreign Countries	1,128,673	841,071	1,186,922	1,506,447	1,337,256	4,490,130

that recently Toronto jobbers received an order for 6,000 chests of tea. This is only one order of several and if this continues this will be a substantial element in the situation. On the other hand there has been considerable purchase of Ceylons to arrive in the Canadian market.

BRITAIN WILL REMOVE PROHIBITION ON TEA IMPORTS

This Rumor Has Already Sent the New York Market Up, and will Probably Affect Canada

Large tea jobbers in the United States have been advised that the British authorities will be lifting restrictions on the importation of teas not later than April, and that import licenses are now being issued to private firms.

If this report is correct, and there is no reason to doubt it, it will have a material effect on the general tea situation. Already, as a result of this rumor, Java teas have advanced 5 to 7 cents a pound on the New York market, with every indication that this may only be a commencement.

This situation will undoubtedly be felt in Canada as well as the United States. Spot stocks are small and this new demand will in all probability cause a strong bidding for these stocks. The London demand, too, is for broken Pekoe and broken Orange Pekoe teas, which are largely in demand in Canada.

THREE MILLION POUNDS OF TEAS EXPORTED

Latest advices are to the effect that at least three million pounds of tea have found their way to Europe within the past week or two, most of this going via New York. It is stated that 2,500,000 pounds of this went from the United States and half a million pounds from Canada. The qualities are reported to be of the medium or lower grades and much of this large quantity is said to have gone to Holland. It serves to indicate very clearly that there is a market there for tea and with improved shipping arrangements it may be but the beginning of larger movement.

In addition to the foregoing, and according to advices from a large operator in Japan given CANADIAN GROCER, the tendencies on Japan grades of tea are still high and are likely to be so for some time.

PRINCE ALBERT, SASK., R.M.A. ELECTS OFFICERS

A branch of the Saskatchewan Retail Merchants' Association has been formed at Prince Albert. Officers have been elected as follows: President, Ray Manville; first vice-president, W. W. Mann; second vice-president, F. M. Henderson; treasurer, W. D. Mitchell; secretary, T. J. Morgan; executive, Ralph Miller, C. P. Erwin, Gordon Zoellner, J. A. Klein, D. H. Wood, W. Baker, P. L. Darnell, Frank Harvey, R. C. McLean, James Sinclair. Visitors at the organization meeting included J. J. Polson, of Regina, vice-president of the provincial association; F. E. Raymond, Saskatoon, provincial secretary, and W. L. McQuarrie, provincial organizer.

R. Hogg has purchased the S. France butcher business at the corner of River Street and Second Avenue, Prince Albert. Mr. Hogg was for two years with Mr. France in business before taking over the management.

Quantity and Value of Tea Imported into Canada from May 1st, 1918, to February 28th, 1919

		Pounds	Value
Tea of Ceylon, black	United States	3,508	$ 1,706
	Hong Kong	18	7
	Ceylon	9,000	300
Tea of India, black	British India	2,886	466
Tea of China, black	United States	2,397	703
Tea of China, green	United States	6,523	1,870
	China	656	157
Tea of Japan, green	United States	39,147	8,190
	Japan	1,402	407
Tea of other countries, n.o.p., black	United States	22,171	6,346
	Hong Kong	10	2
	Japan	1,415	184
	Dutch East Indies	28,324	4,852
	Great Britain	160	...
	China	14	17
Tea of other countries, n.o.p., green	United States	486	319
	Newfoundland	22	11

Tea imported direct from the country of growth or purchased in bond in United Kingdom

Tea of Ceylon, black	Great Britain	10,548	3,229
	Ceylon	847,843	183,437
Tea of Ceylon, green	Ceylon	55,261	12,817
Tea of China, black	Hong Kong	118,508	33,007
	China	72,549	10,748
Tea of China, green	Hong Kong	1,790	454
	China	30,586	5,374
Tea of India, black	Great Britain	14,368	3,025
	British India	671,571	165,881
	Hong Kong	8,694	1,151
	Dutch East Indies	13,862	1,782
Tea of India, green	British India	1,260	227
Tea of Japan, green	Japan	2,165,981	635,036
Tea of other countries, black	Dutch East Indies	4,230,812	860,432
	Japan	146,323	38,131
	Hong Kong	565	185
	Jamaica	10	6
Tea of other countries, green	China	195	38
	Dutch East Indies	75,022	14,540

COFFEE 50c a POUND IN PORTO RICO

The coffee shortage has created more suffering to the people of Porto Rico than even the rice shortage of last fall. The cost of home-grown coffee has gone up to 50 cents a pound, a far higher rate than people in the United States pay.

ADOPTS CASH AND CARRY

Continued from page 27

respect he would find the public would take to it alright. It just requires the determination to carry it through."

Views on "Kash and Karry"

The "Kash and Karry" plan adopted last week was given bold announcement in the daily advertising of the firm. This was attractively illustrated as shown herewith, and the results of the first two days, Mr. Macdonald stated, were very satisfactory. He believed that the results to follow would be still greater as time passed.

In common with the average grocer of to-day, Mr. Macdonald believes that the delivery cost on groceries is altogether out of proportion. It would not be so bad, nor would the expense be so great if the customer would carry the smaller parcels. But to deliver a pound of butter, half a dozen eggs and other small items was entirely out of proportion. If the customer wanted the saving, she could secure it by carrying her parcels, and Mr. Macdonald believed that many would elect to do so.

So successful has the grocery venture been here, that it is probable the same may be moved to the top floor of the building, Mr. Macdonald said.

INGERSOLL HAS BRANCH OF R.M.A.

A local branch of the Retail Merchants' Association has been formed at Ingersoll, Ont., with the following officers: President, Harry Richardson; vice-president, A. McDermand; secretary, W. Forman; treasurer, H. Avery.

BACK FROM CALIFORNIA

Arthur P. Tippett, manufacturer's representative, Montreal, has returned from a trip to California. Mr. Tippett has been away several weeks and is improved in health. He reports weather and other conditions favorable in California, but is of the opinion that there will be little change to speak of in the basis of quotations on dried fruits before the next crop.

MAKES MONEY FOR THEM

The People's Supply Store, St. Johns, Nfld., writes as follows when subscribing for "The Financial Post": "We have had the CANADIAN GROCER coming for sometime and we find it invaluable, even though we are doing business outside of Canada. Through it we have been kept up-to-date by rulings and future market prices and prospects besides getting hints and suggestions that have meant business for us."—Wm. Thompson, Manager.

Retailers Influence Baking Powder Sales

Customers' Enquiries Necessitate Knowledge of the Goods in Stock

"I BUY one brand of baking powder by the barrel," stated Jas. L. Hewson, Oakville, Ont., "and the other four or five lines I buy by the case. If people ask me which I think is the best powder, as they often do, I tell them that there are two different kinds of baking powder,—that one is quick acting, the other slow. In my opinion one of these kinds is the best, and I generally sell that brand."

"Is it altogether a question of quality that makes you favor sales in this line?" Mr. Hewson was asked.

"In a measure, yes. I think this brand is one of the best on the market," he said pointing to a tin. "I am carrying another brand that I think is just as good in quality, but I don't sell a fraction of it in comparison with this particular brand. I don't just know exactly why I favor this one, except that I know it to be good from my own experience and can recommend it without fear."

B. H. Walsh, Oakville, stocks four lines of baking powder altogether. Two of these lines sell almost equally as well as each other.

Making the Merchant Decide

Mr. Walsh stated that as far as baking powder was concerned they let the customer make their own choice of brands, even going so far as to place all the lines they carried on the counter before the customer, if she did not express a preference.

"Have you ever found that when you have done this the customer is still undecided?" Mr. Walsh was asked.

"Yes, in probably the majority of cases, they will ask which brand I think to be the best."

"When they do so, of course I suggest the brand that I believe to be the best, and point out that I think it will give satisfaction," and he added that he had often noticed that the customer having once used that line, would ask for it by name the next time she came to the store to buy.

Here, then, is another instance showing that retailers are considered by their customers to be experts in their particular line. Customers ask them every day to help select the goods they buy which demonstrates the advisability and even the necessity for the aggressive merchant to have a thorough knowledge of the goods in stock. The retailer deserves the credit for each sale made after first recommending the goods. Merchants of course realize that it is easier to sell an article that the customer already knows. Her acceptance is then made without hesitation and therein lies, according to dealers, the great value and importance of general publicity.

THE LITTLE SCHOOLMASTER SPEAKS

"While we hear so much about exclusive agencies and customers visiting several stores in a vain hope to secure a certain variety of branded merchandise, it would perhaps be interesting to chart a hundred calls in the average retail shops to find out how many would-be purchasers left with unsatisfied wants. The results of such tabulation would probably be different from what one might expect—having in mind one's own critical shopping expeditions.

"A Chicago South-side retail druggist recently recorded a like number of calls—but for a somewhat different reason. He was anxious to determine just what the free accommodation of the public was costing him. His result indicated that 44.2 per cent. of callers on whom time was spent brought sales, while the remaining 55.8 per cent. bought telephone slugs and postage stamps, inquired the name of a doctor or address in the neighhood, etc. But not one was turned away through failure to supply!

"We don't know whether this druggist was an adept at substitution or whether he was a supersalesman — which seems to be pretty much the same thing. The example does illustrate, however, the importance of selling the dealer—and all dealers—to get intensive distribution, and the fact that most people trust the neighborhood retailer and are apt to buy pretty much what he recommends."
—From "Printers' Ink."

While a CANADIAN GROCER representative was in the store of W. Joyce, Oakville, Ont., a customer entered with a long list of goods. Among the list was baking powder. "A tin of ——— baking powder," said the purchaser, "or any other brand you can recommend."

The fact that Mr. Joyce, had the brand asked for, and that, as he stated, he believed was one of the best on the market, does not change the principle, that had he not been stocking this brand, he could readily have sold any other that he could have honestly recommended. This is a factor that cannot be minimized. The customer looks upon the grocer as an authority on the lines he sells and dozens of times a day he is required to give his opinion on some aspect of the goods he sells.

How the Grocer Helps Reputation of Goods

Mr. Joyce stocks practically all brands of baking powder, and according to his own statement he does not attempt to select for his customers without a more or less direct appeal from the customer for assistance. Every now and then a customer has a failure in baking, he explained, and about the first thing she does is to blame it on the baking powder. That puts her in an experimental mood, and gives us an opportunity to suggest the line of baking powder we feature. When a customer is dissatisfied with any kind of goods, she does not write and tell the manufacturer about it. She simply takes it back to her grocer. If the grocer exchanges it for another line, as he may readily do if he is not thoroughly convinced of the merits of the original article, that line has probably lost a customer for good. On the other hand the merchant often by a few well-chosen words re-establishes her confidence in the line. He is therefore not merely a factor in creating sales, but in maintaining confidence in a line that means a continuance of business for the manufacturer.

Retailer Establishes and Maintains Confidence in Goods, Thus Influencing Their Continued Sale

A Personal Bias Changes Bulk of Sales

"When I first took over this store nearly three years ago," said H. Smith, another retailer, "I found a very considerable sale for one brand of baking powder. Personally I am prejudiced against the firm who manufactures this powder, though I am not questioning the quality of their goods. In past years I have practically killed the demand for this line, and substituted another. I handle other lines as well and when a customer shows a preference for one of these, I usually sell it without comment waiting for some favorable opportunity to introduce the one we get behind."

The fact that the dealer's attitude in this case was due to a prejudice rather than a preference, does not alter the essential fact. It is clearly shown that the merchant exerts a strong influence among his customers.

"The bulk of our sales in baking powder are of ——— brand; we handle practically all the brands, but we generally keep ——— to the fore," said Mr. Hicks of Hicks and Bamford, Burlington, Ont. "We try to sell it because we believe it to be the best value for the money. I often say that my wife uses this kind and find that to be a conclusive argument as a rule. We usually find too that customers will ask for the line we have suggested when next they come to purchase."

Spencer Smith, Burlington, Ont., stocks all the better known lines of baking powder. When people ask for baking powder by brand name, he stated, we give them exactly what they ask for. Where people do not ask for these

goods by brand name, but simply as baking powder, we invariably sell ——. Or where they ask us for our opinion, and a very large number of buyers do this, we always recommend that line, because we believe it to be the best value for the money."

The Personal Experience a Selling Argument

In speaking with D. Blondin, grocer, of 81 Daragon street, Montreal, CANADIAN GROCER asked about the sale of baking powder.

"We are now selling more of ———," said Mr. Blondin. "It is a good powder, for we have tried it in the house and it works well. It is just as good as ———, which costs more. The latter used to sell better, but when I can make more on the new line and sell this to my customers for five cents a can less than the other costs, I would rather do it," Mr. Blondin stated. He knows sufficient about the line he gets behind to guarantee it to customers. If they are not satisfied, they know they can take it back.

Both the lines being pushed by Mr. Blondin are given considerable general publicity. But he has seen fit to select one that he got behind with his selling power and that of his staff.

Wm. H. Stone, grocer, 112 Corydon avenue, Winnipeg, sells one particular brand of baking powder in larger quantities than any other line. He has tried this brand in his own household and has found that while it costs a little more than other brands, it goes further in baking. He uses his own experience to show customers that it is really the cheapest in the long run. The 12 oz. tin is the best seller. Mr. Stone says his customers take his word in recommending any such line. He stocks a few other brands for any customers who insist on these lines, but points out that in most cases the customer accepts his recommendation.

Changed to What He Thought a Better Brand

J. T. Teeple, Lilac street, Winnipeg, Man., formerly put his selling force behind a certain line of baking powder, but recently has changed his support to another and one different from the line featured by W. H. Stone. Customers ask for both lines by name. Mr. Teeple endeavors to support the best quality line and thinking ——— brand is a little ahead of the other he is supporting it and the result is that it is coming a strong second to the one which has had the field for many years. Mr. Teeple often gets some of his customers to try a line and he bases his recommendation on the result of these trials.

Has Introduced the Line

Harden Bros., Keewatin and Ross st., Winnipeg. Man., state that still another brand of baking powder sells best in their trade. The management think this line is the best in quality and therefore gives best satisfaction to customers. Some other lines of baking powder are stocked but they have not nearly so big a sale. Customers are now asking for the line they are pushing by name. Mr. Harden claims to have introduced it. He could, he says, create a demand for another good line if he wanted to, though he states the quality of ——— brand, combined with his recommendation, has put this line in a strong position with his customers.

R. C. Braund, a Peterborough, Ont., merchant, maintains that the retailer, like the laborer, "is worthy of his hire." In discussing the baking powder question he pointed out that while he stocked a certain nationally advertised line he never displayed it on his counter or shelves. He had a row of it at the back of a shelf with other lines in front. "I try to discourage the buying of that line all I possibly can," he said, "because I do not purpose working for any manufacturer for nothing."

The experiences of the above dealers indicate again that the retailer is called upon to choose and does choose the line of baking powder which he feels from his knowledge of them all, is the one that will best satisfy his customers and bring the best profit to himself both from a monetary and satisfied customer standpoint.

Maple Sugar and Syrup Probably Lower

Some Supplies Thrown Back on Market—Lifting of Restrictions re Sugar a Factor—Bids Down For Available Sugar Now—If Weather Favorable Production Will Probably Be Large

"BUYERS will not be so keen this year as they were last and I do not expect that there will be so many of them anxious to buy as they were last year. I'm inclined to think that a man will buy sugar in the summer time for less money than to-day."

In this manner, J. H. Grimm, of the Grimm Manufacturing Company, Montreal, summed up to CANADIAN GROCER the tendencies that this firm saw regarding maple syrup for the season immediately ahead.

It is very difficult to forecast the probable yield of maple products, and those most capable to speak will seldom express an opinion as to the run of sap likely in a given season. As Mr. Grimm put it: "No one can tell anything about it until the season is over."

In addition to the foregoing, Mr. Grimm believed that one of the factors which must be reckoned with is that of the increased freight rates, particularly to Western points. "With these excessive rates 25 per cent. higher than they were, and with syrup selling in the West at the outside limit of prices now, it is not likely that prices will be as high as they have been. And again,—there are practically no buyers at present, and some stocks have sold for less than cost."

Supplies Thrown Back

George R. Small, of Small's Limited, Montreal, stated that there was, in his opinion, a strong likelihood of prices for syrup being lower. Said Mr. Small: "The United States Government bought large quantities of maple sugar for the purpose of converting this into a combined kind of syrup for the use of the soldiers overseas. With the war stopping suddenly, there was a wholesale cancellation of contracts and this sugar was released and came back into regular trade channels. It was bought at very high prices, too, and there is quite a large amount of this sugar across the line, I understand."

Whether the same condition obtains in Canada is not so easy to define. There is some sugar, CANADIAN GROCER is informed, but the amount cannot readily be ascertained. In several cases large lots have been offered, the writer is informed, and with very little response from buyers, excepting at a most favorable price—much under ruling quotations in the open market.

Lifting Sugar Restrictions

Mr. Small made another observation regarding the lifting of restrictions by the Government, and said: "The restrictions placed against the use of cane sugar sent the price of maple sugar very high, all users, such as confectioners, bakers, etc., being anxious to secure sugar in some form. Now that these restrictions are removed, with plenty of refined sugar, there will be more competition, and maple sugar is likely to be lower as a result."

In addition to this, Mr. Small pointed out that the present market was lower and that he knew of one case where a quantity of sugar had been offered at almost ten cents per pound below the prices ruling for some time past. In a general way the large buyers and users seem to be holding off buying, anticipating a better price basis later.

What of Production?

As before stated, it is practically impossible to size up the probable yield. Some general facts only can be given.

Advices from both the McClary Manufacturing Company, Montreal, and from the Thos. Davidson Manufacturing Co., Ltd., Montreal, two large manufacturers of equipment, are to the effect that the output of buckets has been very large this year. Another well-informed party stated that the information to hand indicated that Ontario farmers were making extensive preparations to tap many more trees than formerly. Altogether, it would seem that there is much interest being manifested all around in the tapping of many thousands of maple trees.

Supposing that the production is light or even fair, will the prices be

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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THE POINT OF APPEAL

A MERCHANT in Renfrew, Ont., recently advertised that he would sell the same iron bed that one of the large mail order houses advertised in their catalogue, at $6.10, for $6.25, delivered and set up. The farmer who calls for it, he states, can have it at $6.15, and they get it the same day. No writing, no postage, no uncertainty, and no delays, and the purchaser has the privilege of seeing what he is getting.

There are many merchants who are spending a lot of time worrying about mail order house competition, but this is the first illustration of such advertising that we have seen, that definitely makes the great points in favor of the local store. Certainly these advertisers are few and far between.

Why not stop the worry, and get down to business, as this merchant has done? After all, the mail order house is in greater danger than the local merchant, given an equal amount of enthusiasm and push in each instance. If the local merchant fails he must shoulder the blame himself, for that is where the blame should lie.

DISHONESTY IN BUSINESS

UNDER the above caption *The Financial Post* deals editorially, in the current issue, with one of the grave conditions of modern business life, the failure to consider a contract binding on both parties if it is to the disadvantage of one. The editorial reads as follows:—

"The whole fabric of modern business and industry is based on confidence. Anyone, be he retailer, wholesaler, or manufacturer, who breaks faith with another, takes a slash at business in general. There are those who break their contracts when prices decline, and feel safe in the knowledge that it would cost too much to litigate, and the judgment would not cover all the loss of money, and none of the loss of time. Sometimes, a real business man does get disgusted, and in spite of his loss, he gives the offender a lesson on the ethics of business for the benefit of the country in general. There are, however, large numbers of the small calibre business man who manage to stay in business, sit tight while markets rise, and welsh when prices decline—usually escaping the penalty, probably because the game is not worth the ammunition.

"It has been known for a carload of canned fish from the Pacific Coast, packed and labelled to the order of an Atlantic house, to be cancelled by wire a few days before date of shipment because the market has declined, and the shipper, with a carload of canned fish on his hands, was told, 'He could use his own judgment about shipping, but the stock would be refused on inspection.' What powers of clairvoyance! It has been known that a carload of Eastern jams has been accepted en route only on greatly modified terms, by the consignee in the West, which simply meant that goods were received under terms and at prices at which, had the shipper known, the goods would never have been shipped. It has been known that cars of fresh fruit from the fertile valley of the Fraser have been refused on arrival on the Prairie—except they were delivered to the 'Buyer' on consignment only, and the wily shipper, instead of 'falling,' took the night train, and reached the Prairie point to find the cars well iced, and unopened.

"There is a serious lack of the fundamental basic principles of honesty evident among some engaged in business, and it is the duty of every business man to stamp out the unprincipled, unethical member wherever his presence is discovered. Make it unprofitable to be morally as well as legally dishonest."

WESTERN FIRM OCCUPIES NEW QUARTERS

Todhunter, Mitchell Coffee Co., Winnipeg, Occupy New and Attractive Premises—Salesmen's Conference Held

WINNIPEG, Mar. 19. — Todhunter, Mitchell Coffee Co., Ltd., have been having a "house-warming" to celebrate their new home. As Geo. H. Campbell, the managing director, said: "We don't move into new premises every day so we are celebratng a little bit," and this remark was justified as they now have large and attractive premises.

The travellers also held a convention. The session opened Monday morning last week and all the Western travellers were represented, including many of the men known to the Western trade as Pure Gold representatives for a good many years. Dave Lucas has been on so long that he is afraid to say the number of years for fear of giving away something. Gren Caldwell, a famous hockey referee, was right on the job as usual; also Fred Bjarnason, who has been with the firm for the past 11 years. S. Johnson, who left the firm to go overseas, is now back again and has added a few pounds to his girth in the meantime, but still has "that smile." Harold Earl has joined the Pure Gold staff recently. Roy Denison, of Regina, was another salesman added to the Pure Gold staff a few months ago.

Sessions were held morning and afternoon for three days, and papers were given by a number of the men on subjects covering goods they had been particularly successful in selling. Mr. Campbell gave a number of talks on different phases of the business, emphasizing the point that the Pure Gold business has never been built up on price, but by selling what the firm considered the best goods that could be purchased in their line at a price consistent with this quality, and pointed out the steady growth of the business in the past from the Atlantic to the Pacific. He also stated the firm was putting in new machinery as fast as they could reasonably arrange it to manufacture more of their lines in Winnipeg and will gradually manufacture all of their lines here.

Monday evening a dinner was tendered the full staff, including the warehouse, at the Fort Garry Hotel, and later the party went to the theatre. Mr. and Mrs. Campbell were presented by the staff with a tea set of Crown Derby china. The firm had asked the travellers to have their wives accompany them, and during each afternoon the ladies were entertained in different ways. Tuesday night a dinner to the travellers and their wives was held at the St. Charles Hotel, at which a unique program was put on. The convention was brought to a close Wednesday night at 10 o'clock after an all-day session full of very interesting events.

Mr. Campbell, at the dinner at the Fort Garry, spoke very warmly of the hearty support given him by the staff during the past year and of the progress the business had made, pointing out that they had made an increase of over 50 per cent. since April 1st last year.

YARMOUTH, N.S., MERCHANTS FORM BRANCH OF R.M.A.

The banquet to Yarmouth's Retail Merchants at Churchill's restaurant, Yarmouth, N.B., recently, which was arranged by Alfred Burley, provincial organizer for the Retail Merchants' Association of Canada, was attended by about thirty of the town's retailers. After the supper a meeting was called for the purpose of considering organization. E. J. Vickery was appointed chairman and J. J. C. Robbins as secretary for the evening.

Mr. Burley addressed the gathering at some length, dealing with the benefits that the parent association had been to the retail trade.

After some discussion it was decided to organize and the following officers were appointed: President, H. E. Kirk; first vice-president, L. M. Trask; 2nd vice-president, R. H. Redding; secretary, Bernard Ross; assistant secretary-treasurer, J. J. C. Robbins.

Adjourned to meet again in a few days and in the meantime Mr. Burley is making a strong effort to interest all the retail merchants of the town.

JUNIOR PARTNER OF CONNORS BROS. PASSES

William P. Connors, junior member of Connors Brothers, Ltd., of Black's Harbour, N.B., passed away at his home at Black's Harbour on February 14. The late Mr. Connors was well known to the trade and his loss will be deeply felt.

ONTARIO TRAVELLERS' SUMMER HOLIDAYS JULY 28 TO AUGUST 9, INCLUSIVE.

The period which has been set aside by the Wholesale Grocers of Ontario for their travellers' holidays this year is from July 28 to August 9 inclusive. It is hoped to be able to make this apply to the whole province and that during this time all salesmen will be withdrawn from the road.

NORTH BATTLEFORD, SASK., ADOPTS EARLY CLOSING

North Battleford, Sask., retailers have ratified the early closing plan. They also favored a weekly half holiday for a period of four months commencing with May. Wednesday afternoon will be the half holiday. Early closing will include each day of the week but Saturday, all stores closing at 7 p.m. daily except Saturday, and drug stores at 8 p.m. Officers of the North Battleford Retail Association for the ensuing year were elected as follows: President, H. R. Bowers; secretary, F. P. Nelson; treasurer, F. Frawley; first vice-president, A. J. McCormick; second vice-president, R. J. McClinton; executive, R. S. Cruickshanks, A. F. Macdonald, F. Sallows, O. Johnston and W. G. Watson.

CHANGE IN CHAIN STORE MANAGEMENT

T. P. Loblaw, Manager of Loblaw Stores, Toronto, Severs Active Association With Chain—F. E. Robertson Becomes Manager

T. P. Loblaw, the founder of the Loblaw Stores, Limited, of Toronto, and president and manager, has given up his active connection with this firm to join the United Farmers' Association of Ontario. Mr. Loblaw is an old Alliston boy, who has been connected with the grocery trade in Toronto for the past fifteen or sixteen years. He organized the Loblaw Stores some eight or nine years ago. This chain of stores has developed so that to-day there are some seventeen or eighteen of them in Toronto. He now becomes general manager of the United Farmers' Association and will look after the interests of the farmers connected with that organization, in the City of Toronto. He was selected for this position because of his knowledge of the retail business in Toronto.

Frederick E. Robson, who has been assistant manager of the Loblaw Stores, Limited, for a number of years, becomes manager and he will conduct the affairs of the company in future. The Loblaw Stores is a $100,000 limited liability company. They adopted a profit sharing plan for employees a few years ago, their system being in effect since December 31, 1917. They received considerable publicity a few weeks ago by cutting the price of bread, and they maintain they have been the last to advance it again.

Mr. Robson has always devoted a good deal of his time to things other than those directly associated with the grocery business. For instance, he started the vacant lot gardens on the Rotary Club and looked after this part of the work for a couple of years. He is president of the Central Neighborhood work and a director in the Big Brother movement.

Mr. Loblaw is still associated, but not in an active capacity with the Loblaw Stores.

JOHN DIAMOND CALLED BY DEATH

John Diamond, founder and directing head of John Diamond & Sons, manufacturers of ink, bluing, stove polish, etc., of North Third Street, Philadelphia, passed away at his home in that city on Feb. 7. Mr. Diamond was born in Glasgow, 67 years ago. He came to Philadelphia when a youth, and has been engaged in the manufacture of blackings and similar lines almost all his life. His loss will be deeply felt by the trade. The business will be continued by his two sons and surviving partners, Edmund A. Diamond and Frank P. Diamond.

A meeting of the merchandise brokers and agents of Montreal has been called for Tuesday, the 25th inst., in the Board of Trade rooms to consider the advisability of forming an association

Ontario Farmers to Do Three Million Business

Expect That the Total Retail Business During the Year of the Farmers' Co-operative Company Will Reach This Figure T. P. Loblaw, of the Loblaw Stores, Toronto, Appointed General Manager

THE Farmers' Co-operative Company, Limited, the merchandising end of the organization of the United Farmers' Association of Ontario, has come under the general management of T. P. Loblaw, the founder of the Loblaw Stores, Toronto, who will have the complete direction of the campaign to put this department on a thoroughly business-like basis. Mr. Loblaw, when seen by CANADIAN GROCER at the association offices, King street, Toronto, stated that he was just taking up the work and had taken no definite steps as yet. He anticipated, however, that the thirty thousand members of the United Farmers would all be interested in the undertaking, and he estimated that the Farmers' Co-operative Company would, during the current year, do a business totalling three million dollars.

Will Be Fair Competitor

"The idea behind the organization," he stated, "was not to sell the farmers' goods at figures below those of the general retail stores. As a matter of fact, the farmers' clubs that are the nucleus of the organization may buy through the company in any quantity that they may require, but, irrespective of quantity, the goods will be delivered at the regular retail price. In this way, the company, while directly competing with the local retail stores, claim to be doing so on an eminently fair basis. Where the farmer profits is in this, that he, as a member of the United Farmers' Organization, is one of the partners in this business, and as such shares in the yearly distribution of the profits made by the Farmers' Co-operative Company. These profits will be divided among the various farmers' clubs in proportion to their buying during the year, and these profits in turn will be distributed to the individual farmer."

A Mercantiling Company Also

The only incentive that the company is offering to the farmer members, according to Mr. Loblaw, is the fact that this is their own organization, that the profits, if profits there be, are theirs, and that the company stands ready to serve them at all times. The farmer can write in, to buy groceries, to sell any products of the farm, or to purchase binder twine, or even a binder. It is, Mr. Loblaw stated, the intention of the company to act as an intermediary for the farmer. To buy for him what he wants to buy, no matter what these needs may be, whether groceries, hardware or machinery, and to in turn handle the goods that the farmer has to sell.

To meet the needs in this latter department there has already been established a branch at the Toronto Union Stockyards, where an official of the company is always in charge. Live stock is shipped direct to this official, and regular account sales of the transaction are made to the shipper, the company deducting the usual selling commission. At the end of the year, such profits as accrue will be distributed as above stated.

There is also the matter of produce, that it is the intention of the company to handle when they can do so advantageously to the farmers. This may in a measure affect the business done by the general store, Mr. Loblaw admitted, but he did not believe that it was a business that the general merchant would greatly regret to lose. In any event, as in other activities, they intended to work on a strictly legitimate competitive basis.

In response to a question as to how the company expected to keep their proposition before the farmers, Mr. Loblaw stated that they had for some time past been sending out a bulletin containing such information. With the taking over of the "Weekly Sun" by the United Farmers, however, it was his intention to make the fullest use of this medium, in presenting the case of the Farmers' Co-operative Company. In this way he believed that it would be possible to present the case in a way that would make the proposition attractive.

Mr. Loblaw took over the management of the company on Monday last. He expects to leave next week for Winnipeg to investigate the workings of farmers' organizations in the West in order to get a sound foundation on which to operate.

MAPLE SUGAR AND SYRUP PROBABLY LOWER

Continued from page 31

low? This is problematical. Some say that the season may open on a rather high price basis, and particularly if the run of sap be small. Mr. Small was of the opinion that opening prices might rule high, but believed that there was a strong likelihood of these lowering a little later in the season.

"Demand is looking up from England," said Mr. Small. "There have been quite a number of enquiries from there and a great deal of sugar goes through the large brokers."

This will probably be a factor. It will help to offset the present dearth of bookings from the United States buyers. They are holding back, Mr. Small said, and there is little business from this source in prospect.

Altogether it would seem that prices will be lower as the season advances.

REGINA R.M.A. FAVORS EARLY CLOSING

The Regina local branch of the Retail Merchants' Association at a meeting this week went on record as favoring the closing of all retail stores at six o'clock every evening, including Saturdays, the year around. There was a large representation of all trade sections and the vote in favor of early closing received unanimous support. The resolution provides for a Wednesday half holiday during the months of June, July and August, and exempts the evenings of the week preceding Christmas.

In favor of the resolution it was pointed out that public sentiment was fast crystallizing into an active sympathy for clerks and salespeople who have to stand on their feet through the rush of a fourteen-hour day once a week. Retailers, it was stated, had previously hesitated making any radical change in shopping habits, believing that a portion of the community valued the privilege of Saturday evening shopping. Recently, however, customers have become outspoken in the belief that storekeepers should feel at liberty to do what they think wise for the improvement of conditions in their own stores.

Petitions will be circulated at once among the retail stores of Regina, and the hope is expressed that these may be signed universally, in order that Regina may lead the way in establishing as a general by-law such a desirable condition for the workers in retail trade.

SASKATCHEWAN R. M. A. CONVENTION TO BE HELD IN MAY

Arrangements are being made for the annual convention of the Saskatchewan Retail Merchants' Association which is to be held in Regina May 13, 14 and 15. This convention is of national importance from the standpoint of the trade as it will see the first step taken in the movement to provide something in the nature of a merchandising course of lectures and training for the use of the merchants and their associates.

The convention will be one of the most important in recent years. The program has not yet been announced, but is now in the course of preparation. There will be speakers of international fame and the program throughout will be of such a character as to appeal in the strongest manner possible to all the merchants coming within the scope of the association's activities.

F. M. Logan, assistant manager of the Saskatchewan Co-Operative Creameries, Limited, Regina, has been elected president of the Western Canada Dairyman's Association at a recent meeting in Winnipeg. J. A. Caulder, manager of the Saskatchewan Creamery company at Moose Jaw, was elected secretary of the new association. The new association covers the four western provinces and it will be composed of producers of milk and cream, manufacturers of ice cream, butter, cheese, and condensed milk and distributors of milk.

Present Questions to Government

Executive of Dominion Board of R.M.A. in Convention at Ottawa Discuss Many Important Questions and Urge Legislation

Reported by Resident Representative.

THE Dominion executive of the Retail Merchants' Association has been in session at Ottawa this week. The following were in attendance: Horace Chevrier, W. G. Devlin, C. W. Rannard, J. A. Banfield, Winnipeg; J. G. Watson, A. Daniel, J. S. A. Filion, L. M. Cornellier, Montreal; W. C. Miller, D. W. Clark, Toronto; A. A. McIntyre, John H. Vaughan, St. John, N.B.; W. J. Hopgood, J. C. Doyle, Halifax; B. W. Ziemann, Preston; C. H. Burtt, Fredericton, N.B.; J. J. Polson, Regina; E. J. Turcotte, East Broughton; Henry Watters, E. M. Trowern, Ottawa.

The delegates were welcomed by E. R. Fisher, S. McClenaghan and Henry Watters, of the Ottawa branch of the association, the speeches of welcome being replied to by B. W. Ziemann and J. G. Watson. The whole day, until 8.30 at night, was spent in discussion of the matters to be laid before the members of the Dominion Cabinet and members of the House of Commons and Senate.

The meeting with the members of the House and Senate took place at the Chateau Laurier on Tuesday, and was well attended by those representatives particularly interested in retail trade. Mr. Horace Chevrier of Winnipeg occupied the chair and presented the whole programme for the consideration of those present in a most admirable manner.

He dealt at length with the Bankruptcy Act. He said the retailers did not think there was any need for such an Act. It is being asked for by the Credit Men's Association. The retailers did not think an Act could be made that would not cost more to the commercial and financial interests in Canada than it would save, in the way of expenses as well as stability in trade. Owing to the way it was originally drafted, it was more like an addition to the criminal code than an Act to help trade and credit. Even today, after many amendments, it bids fair to be fruitful of litigation and waste of estates.

It is necessary for a small proportion of traders, but the only object of a Bankruptcy Act is to free of all bonds the man who has given to his creditors all he has in the world. Unless there are important changes in the draft of the Act from last session, that principle is lost sight of. If those powers which are asking for the Act are strong enough to hypnotize Parliament and to obtain the consecration of the principle of the Bankruptcy Act in spite of the fact that it is absolutely unnecessary from our point of view, then certain safeguards would have to be imposed.

He said there had been a Bankruptcy Act in Canada years ago which worked hardships to the public, and the whole credit structure of Canada was placed in a bad position. There is no evidence that the credit men and bankers were any more angelic than they used to be, and if this proposed Act is not carefully looked after we may see the same thing repeated.

"Do you think," interposed Senator McSweeny, "that we need one at all? We should much prefer that there be no Act passed."

In the matter of the proposed legislation requiring merchants to keep books, the Association agreed that this was necessary, but care shoud be taken to see that it was not made excessive. The proportion of men in business who go in with the deliberate intention of swindling was very small and should not govern in the matter.

On the False Advertising Act, it was pointed out to the meeting that up to the present the law could not catch the man who systematically allowed his advertising to be conducted to the detriment of the trade and the public. The association was asking amendments to the False Advertising Act to deal with this. The Act was quite severe on the merchant who personally advertised falsely, but did not get at the man who allowed his agent to do so.

The officers for the ensuing year were as follows:

President, J. A. Banfield, Winnipeg.

First vice-president, J. G. Watson, Montreal.

Second vice-president, J. L. S. Hutchinson, Saskatoon.

Third vice-president, F. W. Daniel, St. John, N.B.; fourth vice-president, T. A. Gaetz, Red Deer, Sask.; fifth vice-president, W. J. Hopgood, Halifax, N.S.; sixth vice-president, G. A. Howker, Vancouver; treasurer, Henry Watters, Ottawa; secretary, E. M. Trowern, Ottawa.

Carrying of Parcels and Catalogues by Mail

It was pointed out that only a small portion of this was borne by the parties benefiting, the remainder of the cost had to be borne by the letter service. This allowed the mail-order houses to take away a great deal of trade from those parts of the country where it should be carried on. The country was being drained of its small towns and villages and those centres of society which were so necessary and which retail trade tended to encourage were suffering. The trade which they should get was being taken from them by the mail-order houses. He regretted to say that many who should have a wider outlook were among the greatest encouragers of this business. The clergyman, for example, who should have a wider outlook. The mail-order catalogue was next to the Bible in many homes, where they sat down on Sunday and studied the big catalogues and made out their orders. The whole thing was largely due to the fact that the Government was carrying parcels at less than cost.

Senator Blain asked if it was not a fact that the country merchants themselves were great sinners in this respect, and often bought abroad what they could get at home. He was told that if there were those who did so, they were not members of the Retail Merchants' Association. "Anyway," said Mr. Chevrier, "we ask that you make this impossible on the part of the merchant or any other individual."

Fire Insurance Act

It was pointed out that it was not the retail merchant who was asking for this legislation. An attempt was being made to put through forms of applications containing innumerable questions and to make this signed application a part of the policy. In many cases the questions were impossible to answer. Exception was also taken to the fact that the Act would allow of too many structural changes in buildings being required. The agent of one company would require one thing and another agent would require something else, so that, if, as very often happened, a man had ten or a dozen policies, his building might practically have to be reconstructed. It looked to the association like a well-organized system of black-listing. They objected to the application becoming part of the policy, but if it is so, then the rates should be reduced. If the companies are to take absolutely no risk, they should share part of the premium with us; or, we say, once a policy is issued on this proposed application form it should be absolutely non-contestable after a certain time.

Weights and Measures

The Retail Merchants' Association asked that the fees for inspection under this Act be abolished. If this were done the merchant would invite inspection. It was for the public benefit and should be a public service.

Price Maintenance Legislation

The association was in favor of price maintenance in order that the manufacturer should be able to maintain the quality of his goods. It was pointed out that a catalogue picture could make anything look good, but that did not assure quality, as they knew.

Weight of Contents of Cereal Packages

With this matter was also considered

the weight of the wrapping on hams. While it has usually been possible for the merchant to protect himself in this matter, there is a limit to the distance he can go. They are many who do not realize how much this adds to the cost of the hams. It should be delivered to the merchant at the net price, regardless of the weight of the wrapper. In regard to weight of package contents, this is asked for by the consumer, the complaint being frequent that packages are not equally filled.

Adulteration Act

The association thinks the standard should be set in regard to honey and maple sugar. As to margarine, there was a question in the minds of some as to whether it should be sold at all or not; it was one of the matters on which opinion was divided, but in any event it should be graded. At present it is all sold the same, though there is a great difference in the materials composing the product masquerading under the name. This may be profitable for the manufacturers, but it is hurtful to the country. The consumer should have a chance to know just what the grade is of the material he is buying.

Inland Trade Commission

"Much of the trouble we are giving you gentlemen this morning would be obviated if we had an Inland Trade Commission," observed Mr. Chevrier. "As regards inland trade, we must say that the Department of Trade and Commerce is still only at the beginning. We find it always in the position of being about to be made as useful as possible—but not yet. A commission would stimulate inland trade; it would simplify matters, benefit the public and make the life of those in business better than it has been."

Government Employees and Garnishee Act

With the possible exception of the Bankruptcy Act the matter of garnishee of the wages of Government employees was laid more stress on than any other subject that came up. It was pointed out that with the C. N. R. becoming part of the Government machinery and the law preventing garnishee in civil suits, we had the condition where thousands who were once good pay were now trying to deadhead under the protection granted them. Any man who gets his cheque from the Canadian National Railways—and they are scattered all over Canada—cannot be garnisheed. The law in the different Provinces vary so much with regard to debtors that it is a fact that in certain Provinces you can not get at a man's goods nor have him up under judgment summons, so with the absence of garnishee you have no recourse at all. We have to recognize that there is a large class which has become known as civil service deadbeats. Probably 95 per cent. or more of them were originally honest, but they are being put in the position of not being easily trustable, so that there is no disposition on the part of dealers any longer to extend credit to civil servants. The only reason for garnishee not being allowed is the inconvenience it might be to the Government, but, as has been the experience where it has been allowed in the case of Provincial Governments, the very fact that the privilege of exemption does not extend to the civil servants has made it very seldom necessary to invoke the Act.

War Stamps on Patent Medicines

This has worked a hardship to the retailer as the Department has had spotters all over the Dominion looking for a chance to catch men, and actually laying traps for them by making pretence of great hurry on the part of the buyer and of his being unable to wait for the stamp or even to have his purchase wrapped up. It has been haste, not dishonesty which has caused whatever trouble there has been. It has cost the Government over 62 per cent. to collect the revenue. It should be abolished.

War Profit Tax on Luxuries

This also should be abolished. It is hard to say just what luxuries are nowadays, and when you put jewellery in that category any man is prepared to say a watch is a necessity, and the same is true of cuff-links and other articles. Automobiles also were necessities in many cases.

There was such unanimous assent to the suggestion that the purchaser of goods on Sunday should be made equally guilty with the seller that the matter was not considered as requiring further urging.

Daylight Saving

The chairman said he was aware that there was some difference of opinion in regard to this. As he went on to discuss it he was interrupted by some of the legislators present who said the scheme was practically dead so far as Parliament was concerned, and it was unlikely that anything more would be heard of it.

Cost of Living Statistics

It was pointed out that this was now in the Department of Labor and had not been well handled. It was thought it should go to the Department of Trade and Commerce, so there might be a chance of getting dependable figures.

Customs Confiscating Automobiles

Numerous cases of this kind had arisen and worked great hardship. There was a practice of smuggling or distributing liquor in cars, and the cars, when caught, were seized at the border. It was pointed out that in a great many cases the cars were not the property of the nominal owner, being paid for in instalments. Unless it was proved that the real owner had guilty knowledge he should be protected.

Co-operative Societies

All such societies should be carefully examined as they were guilty of deceptive methods. Active steps should be taken by the Retail Merchants' Association to see that the public was more fully informed regarding them. Their method of showing profits, when they did show them, were not fair or legitimate. In this connection the matter of the co-operative efforts of civil servants was brought up, and the fact that they were doing their work to some extent with Government conveniences and in Government time "You can stop this," the legislators present were told. "They are breaking bulk on their purchases and dividing stuff up in Government time and on Government premises."

The chairman made it plain that the association was not in favor of asking for a tariff commission. They thought the tariff should be changed at once and not left to the slow operations of a commission, but if a commission should be established they wanted to be represented thereon.

A more or less general discussion on the different points brought out then ensued. Senator Blain wished to know something definite regarding the position of the retailers on the matter of the accuracy or inaccuracy of the trade statistics. Secretary Trowern pointed out many inaccuracies. At the time of the postmen's strike last summer statistics were presented stating that there had been an increase of 64 per cent. in the cost of living, which the association claimed was far too high. They asked to be permitted to put expert men in the Labor Department who would conduct an investigation free of cost, but the permission was not granted. Babsons' reports, which are considered a standard, show the postmen's figures to be far too high. Another speaker pointed out that in Moose Jaw figures had been taken for eight items and compared with the reports of the Department of Labor, and the figures of the latter had been shown far too high.

Senator Blain said it was very important from the standpoint of Canada as a country seeking immigration and business, that the figures should be accurate.

Different members and senators spoke and expressed pleasure with the idea of bringing them to the meeting. Many of the arguments presented had impressed them favorably. Garnishee was a hardship and should be abolished. Speaking on co-operation, one of the visitors said he was in favor of the old tried way of selling goods from the manufacturer to the retailer and from him to the consumer—a way which had stood the test and could not be beaten.

In a further discussion on the matter of an Inland Trade Commission, it was pointed out that the object of the association in urging this was to try to control Canadian business for the Canadian manufacturer. We should find out if we are losing trade, and to whom. Why can we not get trade now going to the United States turned into Canadian channels? The matter of men's furnishings was instanced, and it was asked what was the matter with the Canadian manufacturer when he could not control this business. If it was a matter of inferior goods, less attractive packages, or whatever it was, it should be found out. We want the balance of trade to remain in Canada. All the retailers asked was that the Dominion Government should help them to find out those things.

The afternoon meeting of the Dominion Executive of the association was held in camera when there was a discussion on the sixty several resolutions which the executive will discuss with the Cabinet on Wednesday.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

Charles Peters of Baird & Peters, Ltd., St. John, has returned from New York.

H. Fielding Rankine, of T. Rankine & Sons, Ltd., St. John, left this week for New York.

T. H. Estabrooks of T. H. Estabrooks & Co., Ltd., has returned from Toronto to St. John.

The lobster fishing season has opened off the Nova Scotian coast and the fishermen are meeting with fair success.

The warehouse of the McCoin Produce Co., wholesale produce merchants of East Florenceville, N.B., has been destroyed by fire.

Otis H. Warn, for upwards of thirty years one of the leading wholesale and retail confectionery dealers in western Nova Scotia, died recently at his home in Digby, N.S.

Shank's confectionery and fruit store, corner Spring Garden road and Dresden row, Halifax, has been taken over by a syndicate, which will add a modern tea room and extend the existing business.

The epidemic of burglaries among retail stores in St. John continues; McPherson Brothers' store was among those entered recently; a considerable quantity of goods was removed.

H. W. Cole, Ltd., St. John, wholesale grocers, have found it necessary to publish a notice in the newspapers to deny that they are interested in the chain of cash and carry stores which is to be opened in St. John.

S. H. White of Sussex, president of the Sussex Mercantile Company, who has been in the Southern States since January for the benefit of his health, is now reported much improved. He expects to return to New Brunswick in April.

The partnership existing between A. W. Currie and Charles N. Robinson of Cardwell, N.B., under the name of Currie and Robinson, has been dissolved and the business will be continued by Mr. Robinson and Fred B. McLeod under the name of Currie & McLeod.

W. J. Hopgood & Son, retail grocers, Halifax, have purchased the property on the corner of Spring Garden road and Birmingham street in order to meet the needs of their growing business, and as soon as the premises can be remodeled to suit their requirements their business will be transferred to the new stand.

The Retail Merchants' Association of Glace Bay, N.S., met recently in that town, J. C. Doyle, the provincial secretary, was present and addressed the meeting, outlining what the Association had been doing, and presented some of the plans for the future. At the close of the meeting a hearty vote of thanks was tendered to Mr. Doyle.

Retail clerks of Amherst, N.S., have organized an association with Charles McLaughlin as president, W. Bell as vice-president and Arthur Gourley as secretary, with the intention of getting together for their mutual improvement and also to make their voice heard in civic affairs.

APPOINTED MANAGER OF THE AMERICAN CAN COMPANY FOR CANADA

T. N. Anderson, formerly district manager of the Canadian business of the American Can Co., has been appointed general manager for Canada with headquarters in Hamilton, Ont. The company feel that their business in Canada now requires an executive head in direct personal contact with its affairs, and Mr. Anderson was selected to fill the position on account of his knowledge of conditions here and the work he has done as district manager.

T. N. ANDERSON
Manager for Canada of the American Can Company.

Sergeant James C. Emslie of St. John, who was a traveller for the Lake of the Woods Milling Co. when war was declared and he promptly enlisted, has returned home after an absence of four and a half years. He was taken prisoner at the second battle of Ypres and was in Germany until after the armistice was signed. His wedding to Miss Kathryn Langan Brown, of Boston, was celebrated a few days after his return.

Quebec

Jas. Matier, Toronto, has sold to J. W. Heckbert.

A. J. Pesha, Kent Bridge, has sold to MacLean Bros.

Fred McBride, Montreal, has been ill for the past week.

Norman Reid, general merchant, Westmeath, is selling out.

A. Legault & Fils, grocers, Montreal, have dissolved partnership.

Mrs. L. Gill, grocer and confectioner, Hamilton, is giving up business.

H. D. Marshall, grocery broker, Ottawa, was in Montreal recently.

G. S. Connell, general merchant, Lowville, has sold to Norman Koella.

W. F. Anderson, general merchant, Lakeville, suffered loss by fire recently.

George J. Wood, Montreal manager for H. D. Marshall, was in Quebec last week.

R. O'Leary, wholesale fish producer, of Richibucto, N.B., was in Montreal last week.

A. J. Leslie, College St., Toronto, has sold to A. J. Raymond.

J. A. Forest & Co., general merchants, Upton, have dissolved partnership.

W. E. McConnell, of the Interprovincial Flour Mills Co., Renfrew, Ont., was in Montreal recently.

Mr. O'Loane, of O'Loane & Kieley, Vancouver, was in Montreal for several days last week.

J. H. Magor, of Magor, Son & Co., Ltd., Montreal, left this week for England and will be absent for some weeks.

P. E. Denis, general merchant, Ste. Veronique, has been succeeded by Louis Moquin.

Louis E. and Georges B. Hamelin, Montreal, have been registered as grocers under the name Hamelin Freres.

Mr. Kehoe, representing Hill Bros. Co., of New York, was visiting the Montreal grocery trade early this week.

J. S. Meyers, of Peerless Cereal Mills, Woodstock, was in Montreal early this week calling on the trade.

Hatfield & Scott, wholesale potato dealers, Hartland, N.B., had their warehouse destroyed by fire recently.

C. Ritz, manager of the Montreal office of Robin Hood Mills, Ltd., is in the Maritime Provinces this week.

S. G. Bendon, of S. G. Bendon Utility Co., Montreal, is away to the Maritime Provinces on a selling trip this week.

Chas. Chaput, president Chaput, Fils and Co., Ltee., Montreal, expects to leave in a day or two for Atlantic City

The Great Atlantic and Pacific Tea Company, Limited, has recently been granted incorporation in the Province of Ontario. The company is capitalized at one hundred thousand dollars. Its head office will be in Toronto.

Bell King, Limited, Montreal, have recently been granted incorporation with a capitalization of fifty thousand dollars.

C. H. Sirois, manufacturers' representative, Montreal, was recently a visitor to Toronto, Hamilton and other Ontario points.

Jos. Dufresne, wholesale grocer of Joliette, Que., and George Plourde, sales manager, were Montreal visitors recently.

B. F. Smith, wholesale produce and lumber, had his province warehouse at East Florenceville, N.B., destroyed by fire recently.

Emile Robert and Amaury Lafontaine have been registered as general merchants at Beloeil, under the firm name of Robert & Lafontaine.

Emile Chaput, of Chaput, Fils and Co., Ltee., Montreal, together with B. Trudeau, their tea buyer, was in New York for 10 days.

W. H. Despard, vice-president and general manager, White & Co., Toronto, returned to the city Saturday after spending some months in California.

E. Percy Roberts, with Major John T. McBride, grocery brokers, Montreal, will have the sympathy of his friends in the loss of his wife after a brief illness of four days. Mrs. McBride was a victim of double pneumonia.

C. H. Sirois & Co., manufacturer's representatives, Montreal, have been appointed Montreal agents for the Pendrith Machinery Co., Toronto, bakers' and confectioners' machinery, and also for the Jno. G. Pendrith Co., bakers' ovens, tools and utensils.

One of the heaviest losers in the fire at Lakeville, Carleton county, N.B., recently, was the firm of B. F. Smith & Co., of East Florenceville and North Devon. The firm's losses are estimated at more than $5,000, less than half of which is covered by insurance, as just a few days before the firm's insurance there had been practically cut in two.

The fire loss sustained by the Dominion Glass Co., of Montreal, last week, while severe, will not retard the shipping of orders, CANADIAN GROCER is informed. The loss was fully $100,000, it is stated, and while there will be a temporary interference with a portion of the bottle factory, orders will be shipped out regularly and without delays being necessary.

C. E. Choate, of C. E. Choate & Co., grocery brokers, Halifax, N.S., was in Toronto early in the week on his return home from Florida, where he has been spending a month's holidays. Mr. Choate reported business conditions in Halifax prior to his departure as excellent and information he has received since is along the same lines.

Ontario

H. B. Watts, Toronto, has sold to Geo. Frost.

Jas. Tremblay, grocer, St. Thomas, has sold out.

Geo. Steacy, grocer, has sold out to G. S. Madill.

J. A. Hillman, Leamington, has sold to G. H. Trott.

J. C. Cooper, Chedoke, has suffered loss by fire.

Geo. Morton, grocer, Fort William, has sold to Kerr Bros.

J. L. McMullen, grocer, Westboro, has sold to Wm. Larkin.

Jas. H. Connor has opened a general store at Glen Huron.

A. Toohey has opened a grocery and flour and feed store at Pitt street, Cornwall.

Silas Gerard, of Chesley, has taken a position with the William Cameron store at Hepworth.

The Canadian Bee Supply and Honey Co., Toronto, have purchased the planing mills of W. T. Boynton at Stouffville.

Zurawel & Co., have opened up a general store in the building formerly occupied by W. Kostuck, corner of Fifth street and Broadway, Rainy River.

Mr. W. J. Craig, who has been connected with the John Groves' store, Gravenhurst, for some years, left recently to take up his new duties as manager of the Sharpe store in Burks Falls.

Frank Berkowitz, who keeps a grocery at 238 Bay north, Hamilton, was held up by two masked men as he stepped out of the door of his store. He was relieved of $11, all that he had in his pockets at the time.

Robson's grocery and confectionery stores as well as Wanamaker's grocery store, Lindsay, were entered by burglars recently, and a considerable quantity of cigarettes, tobacco and candy stolen. Small sums of money were also taken from the tills. The thefts are thought to be the work of juveniles.

W. A. Wilson, manager of the Saskatchewan Co-Operative Creameries, Limited, Regina, has returned from an extended trip to the coast, much improved in health.

AWARD MADE IN SCALE CASE

Judge Landis, in the United States District Court of Illinois, according to report, has awarded $420,883 in profits to the Computing Scale Company of Dayton, Ohio, against the Toledo Computing Scale Company of Toledo, Ohio, for infringement of patent. The case has been in court since 1910. It has been through the Court of Appeals and was sent back to Judge Landis for the award in the accounting of profits.

Master in Chancery, Charles B. Morrison, had the case before him for three years in arriving at the sum to be awarded to the Computing Scale Company of Dayton, Ohio. The plaintiff charged the defendants with infringing their patent on the drum-shaped scales, the scale, they claim, that is used by the majority of the retailers of the United States.

The Toledo Scale Co., Toledo, Ohio, in connection with the above, maintain their contention is correct and that an appeal has been taken to a higher court, where they believe they will gain release from the judgment of Judge Landis. They further state there is no liability attached to users of their scales.

Western

L. Harris, grocer, Scarth, Man., has been succeeded by Readman H. Hutchings.

The store of H. Korduner of Winnipeg at Mile 78, was recently destroyed by fire.

Clack Bros., general merchants of Decker, Man., have been succeeded by J. Clack.

G. C. Fehr, general merchant, Halbstadt, Man., has been succeeded by S. Watski & Schroeder.

G. K. Stewart, general merchant, Rosenfeldt, Man., has been succeeded by G. C. Fehr.

J. B. Clark, general merchant, Naisberry, Sask., has sold to Moscovitz & Feinstein.

Anderson & Thompson, general merchants, Assiniboia, Sask., are discontinuing.

J. D. Munro, general merchant, Eyebrow, Sask., has sold to W. J. Pritchard & Son.

John Reid, general merchant, Maymont, Sask., has sold to J. H. Patterson.

Porter & Co., Ltd., general merchants, Broadview, Sask., have sold to J. S. Finkelman.

Vossburg & Son, general merchants, Tate, Sask., have been succeeded by McCharles and Rivers.

Gerein & Koch, general merchants and implement dealers, Vibank, Sask., have registered a partnership.

The store and dwelling of M. Shinbane, Lemburg, Sask., was entirely destroyed by fire recently.

The Prince Albert Trading Co., general merchants, Prince Albert, Sask., have sold to D. Rotmovitch.

The estate of T. C. Hodges, general merchants, Keeler, Sask., has been succeeded by M. M. Hanna.

The Kelsonia Trading Co., general merchants, Huboid, Sask., has been succeeded by Rotner & Shaffer.

J. C. Peters of the Scott Fruit Company, Swift Current, Sask., has been transferred to the company's branch at Lethbridge.

The Sintaluta, Sask., Grocery Co., has moved from the H. Rowe Building, Sintaluta, to the old co-operative store building.

Peter Freesen and J. H. Neufold, general merchants, Gouldtown, Sask., have been succeeded by the Gouldtown Trading Co.

Rabinovitch & Kaplan, general merchants, Humboldt, were burnt out recently, the loss being covered by insurance.

A. Taylor, of Indian Head, has purchased the general business of Mr. Scott at Drinkwater. Mr. Taylor has been in business for many years at Indian Head and Sintaluta.

J. A. Yorston, who has acted as Secretary of the Robert Simpson Western, Limited, since the company started operations at Regina, has resigned. Mr. Yorston is succeeded by F. B. Currie of Toronto, who has already taken up his duties here. Mr. Yorston is returning to Toronto to take up his residence.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE situation in cereals shows a firmer tendency as a result of the advancing prices in corn and oats markets. Prices on cornmeal and corn flour have advanced in sympathy with the movement of grain, but rolled oats show little change, due to fairly heavy stocks which are held. There is not the same tendency to shade prices on rolled oats, however, as has been noticeable the past six weeks or two months.

New equalization freight rates on sugar provide for declines of as much as 11c per 100 pounds at some points. This is a freight rate change only, as the basis at Montreal shows no revision. Stocks are very good, and refiners report a much better inquiry, as well as actual movement of supplies.

MONTREAL—There are a number of important declines this week. Rolled oats and cornmeal are ruling easier, the market being on the quiet side, with sellers anxious to unload some of their surplus. Stove polishes are lower, as are some lines of brooms and cotton rope. Peas and beans, in line with the situation reported right along, have again declined. Rice is reduced for two lines, and buckwheat honey is lower one cent. The spice market is easier, although there are no quotable changes.

Among the advances made is one for malt extract, which has gone up 75c per dozen. Jams and jellies are high, while washing blues, prunes, figs and evaporated apples, peaches and pears are higher and likely to hold firm, and there may even be advances further in dried fruits. Barley feed is up 3c.

There is every indication of coffee being high, and advances may be made at any time. Some new lines of goods have arrived, among these being Newfoundland cod liver oil and Spanish olive oil, in barrels.

TORONTO—Prices being quoted on coffee show a revision upward this week, and indications are that another change to higher levels may again be made next week.

Spice markets generally are feverish, and some slight recessions have been made. An export demand for peppers is developing. Cream of tartar is weak, and prices locally are down about 10c per pound.

Lower prices have again been established on beans, and prices must be pretty well scraping on the bottom now. Canned pork and beans are down also, some manufacturers announcing a general revision to a lower basis.

Cornmeal is up 50c to 75c per 98-pound bag, and corn flour is up 50c per barrel. Rolled oats seems to bear a little firmer undertone. Mill feeds are active, and no accumulation of supplies is reported.

WINNIPEG—A better feeling prevails in tea and markets have firmed up, though no quotable change is reported. Coffee is strong and seems likely to reach higher levels.

Oranges seem to be gaining in strength, prices registering a further advance this week. Grapefruit are very firm, and supplies are none too plentiful.

The canned goods situation is firm, export business on some lines of vegetables and salmon tending to bring stocks down to a rather narrow compass. Jams are maintained at high levels, and offerings are none too free.

QUEBEC MARKETS

MONTREAL, March 19.—The markets are rather quieter this week, road conditions in the country being bad, and preventing the farmers reaching their trading towns. There have been some changes of importance, and these are found in the market summary.

Extract Up; Polishes Down

Montreal.

EXTRACTS, POLISHES.—An advance has been made in the price of Wyeth's Extract, 75c per dozen being added to the previous quotation and making the price now $4. The large size is down from $12 to $10.80. Rising Sun stove polish is down, the former price of $6 being superseded by one of $5.40.

Jams, Blues Up; Rope; Brooms Down

Montreal.

VARIOUS LINES.—Advanced prices are in effect for one line of jams—Smith's and the 16-oz. size in glass is quoted up 5c per dozen. Jellies are up 10c per dozen, and 4-lb. pails 1c per pail, excepting black currant and raspberry. An advance of 2c per pail is made on plum jam. Reckitt's Blue is selling up 2c per pound at 24c. Cotton rope is down to 63c for 3-16 inch and to 62c for the larger sizes. Some lines of brooms are reduced approximately 5 per cent.

Bigger Movement For Sugars

Montreal.

SUGAR.—Refiners state that the delivery of raws to their plants have permitted a more steady basis of operation, and as a consequence of larger selling

by jobbers there is a real improvement in sales generally. It would seem that the trade is satisfied to buy current needs, and in view of the various statements which have been made relative to price tendencies the feeling is steadied materially. There are no changes whatever in this market, but the freight differential to points west of Montreal is on a more favorable basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Local Movement For Canned Fruit

Montreal.

CANNED GOODS.—Popular choice falls on canned fruits, and these are moving with more or less regularity as compared with vegetables. The latter have been selling on a more or less nominal basis, in so far as peas and beans are concerned, and some tomatoes are said to have sold on a lower price basis than that quoted. Certain supplies, it is further said, have not been of approved standard, and that this is a reason for the lower prices quoted. In any case there seems to have been some anxiety to unload supplies of vegetables.

Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	....	4 62½
Do., ½-lb. flats	....	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 37½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.	....	2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	7 00
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	22 00
Sardines, Canadian brands (as to quality), case	7 00	16 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Scotch Snack, No. 1, dz., Montreal	....	2 50
Do., Eastern trade	..	2 60
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	..	6 75
Clams (river) (1 lb.), doz.	....	2 25
Canned Vegetables and Fruits		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Beans, Golden Wax	1 95	1 97½
Beans, Refugee	..	..
Beets, new sliced, 2-lb.	1 40	1 12½
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)	....	2 45
Corn (on cob), gallons	....	7 50
Spinach, 3s	....	3 00
Do. (wine gals.)	....	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 35
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 85	1 90
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Specialties		Per gal.
Olive oil (pure), 1 gal. tins	....	7 50
Do., ¼ gal. tins	....	8 00
Do., 5 gal. tins	....	7 00
Tomato Paste, 100 tins (case)	....	32 00
Do., 200 tins (case)	....	33 00
Do., 12-10 lbs.	....	39 00
Salad oil (bbls. 50 gals.), gal.	....	2 50
Olives, Queen, gal.	....	1 45

Beans and Peas Again Down

Montreal.

BEANS, PEAS.—There is another revision of prices this week for beans and peas. It would appear that, so long as the present supplies are excessive, which condition seems likely to continue indefinitely, there will be a general anxiety to sell by large holders. Already, it is stated, several cars of choice white beans have been disposed of at very low prices in a wholesale way. Peas are likewise weaker and are marked down this week.

Beans—		
Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	....	4 50
Yellow Eyes	....	5 50
Lima, per lb.	0 10	0 11
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	....	5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	....	4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

Rice Readjusted On Down Basis

Montreal.

RICE, TAPIOCA.—There is a lowering of prices in one quarter on two grades of rice, Rangoon B and Rangoon CC being marked down to $8.50 and $8.10 per 100 pounds. A fair movement is reported but there is not a great deal of heavy business. Tapioca is steady and unchanged.

Ice Drips Japan (per 100 lbs.)	....	11 25
Carolina	13 00	13 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Ramoon "B"	....	8 50
Rangoon CC	....	8 10
Mandarin	....	10 00
Pakling	8 60	8 70
Tapioca, per lb. (seed)	....	0 11½
Tapioca (pearl)	..	0 11½
Tapioca (flake)	....	0 11

Nut Markets Quite Steady

Montreal.

NUTS.—The market is ruling fairly steady on most lines, some of which are none too plentiful. Taken generally there is a fair amount of stock in hand here to meet the moderate needs of the season. Peanuts are inclined to easier levels all the while, and readjustments have been made. There is little new to report.

Almonds, Tara, per lb	0 26	0 28
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 22	0 23
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 21	0 24
Hickory nuts (large and small), lb	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 12½	0 14
Shelled, No. 1 Spanish	0 15½	0 16
Salted Spanish, per lb	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	....	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Prunes Are High; Likewise Figs

Montreal.

DRIED FRUITS.—This market is reasonably steady, but readjustment of prices has been made in various quarters on prunes and figs, mostly upward. Some of the latter have been received and the prices ruling are higher than those obtaining for old crop goods. Apricots have been readjusted in price to slightly lower levels, but there is a growing scarcity of supplies outside of most dried fruits which will tend to still further advance values here. At present there is said to be an ample supply of most lines.

Apricots—		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	....	0 30
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 22	0 23
Faced	..	0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 22½	0 24
Drained Peels (old)—		
Citron	....	0 46
Lemon	....	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	....	12 75
Cut, 10-lb. boxes (lb.)	....	0 48
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $8.75.		
crown, $7.50: 6 crown cluster, $7.00-		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins	....	....
Do., 5 cr.	....	2 25
Muscatels, loose, 3-crown, lb.	....	....
Do., 4 cr.	....	....
Muscatels, loose, 2-crown	....	....
Do., 6 cr.	....	....
Choice seeded, 12 oz.	....	0 10¾
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkge	0 11¾	0 12
Do., 15 oz. pkge	0 14	0 14½
Do., bleached, 15 oz. (choice)	....	0 15
Do., (fancy)	....	0 15½
$5.50: 4-crown cluster, $6.50-$6.75: 5		
Valencias, selected	....	0 11½

Valencias, 4-crown layers		0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose		0 28
Cartons		0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.		0 13
80 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)		7 00
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)		5 40
Do., (28 8-oz. bxs)		3 50
Do., (12 10-oz. bxs)		2 20
Figs (cooking), 50-lb. boxes, lb.		0 16
Prunes—		
California (25-lb. boxes)		
30-40s		0 25
40-50s	0 19	0 24
50-60s		0 22
60-70s		0 20
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 16	0 16½
90-100s	0 13	0 14
100-120s	0 10½	0 11
Oregon, 30-40s		0 23
50-60s		0 22
60-70s		0 18½
70-80s		0 17½

Undertone Easy For Spices

Montreal.

SPICES.—There is a tendency to lower values in spice, but, as yet no changes have been made. Buyers are not taking on large supplies and there is a fair amount of repeat business in small lots as a consequence. Stocks, in a general sense, are reported satisfactory.

Allspice	0 20	0 22
Cassia (pure)	0 40	0 45
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Molasses Holding; Syrups Slow

Montreal.

MOLASSES, SYRUPS.—The situation on molasses is an unchanged one. Prices on the new crop molasses are now awaited by the trade and it is possible these may be along before a great while. Syrups are steady and unchanged, the demand being light. Glucose is steady at the advance of last week.

Corn Syrup—	
Barrels, about 700 lbs.	0 06¾
Half bbls.	0 07
Kegs	0 07¼
2-lb. tins, 2 doz. in case, case	4 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, ½ doz. in case, case	5 85
20-lb. tins, ¼ doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38½-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, ½ doz. in case, case	5 35
20-lb. tins, ¼ doz. in case, case	5 30
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

	Prices for Island of Montreal
Barbadoes Molasses—	
Puncheons	1 03
Barrels	1 06
Half barrels	1 08

For outside territories prices range about 3c lower.

Mapel Syrup Lags; Honey Down 1c

Montreal

MAPLE PRODUCTS, HONEY.—Anticipating the new crop, there is a dearth of orders for maple syrup and sugar, and prices are really nominal on both, particularly for sugar. Whether there be a good run of sap this year or otherwise, it is expected that there will be a lowering of prices later on, but just how soon this will transpire is difficult to say. A reduction on buckwheat honey in tins and barrels of 1c per pound has been made.

Maple Syrup—	
10-lb. cans, 6 in case, per case	$15 10
5-lb. cans, 12 in case, per case	17 10
2½-lb. cans, 24 in case, per case	18 50
Maple Sugar (nominal), small lots	0 25 – 0 28
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey, Buckwheat, tins or bbls.	0 22

Will Coffees Go Still Higher?

Montreal

COFFEE, COCOA.—Firmness is the continued feature in the coffee market and that is putting it reasonably. One roaster said: "There is bound to be an advance very soon." This opinion was practically borne out from another source, and it will therefore not be unexpected if there is a change within a week or ten days. Cocoa is steady and in active demand.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 32	0 35
Maracaibo, lb.	0 34	0 36½
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 35	0 37
Santos, lb.	0 34	0 36
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)		0 24
Do., 100-lb. bbls. (lb.)		0 25
Do., 50-lb cans (lb.)		0 26

Java Tea Firms; Market Holding

Montreal.

TEA.—Outside markets have been higher for Java teas and there is naturally a firm position here, although there has been a steady and unchanged basis all around. Business could be better.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots		11 20

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Cornmeal Declined; Rolled Oats, Too

Montreal.

CEREALS.—The price of rolled oats is easier in some quarters and the basis for 90-lb. bags is quoted $4 to $4.25, and for smaller packages quotations are correspondingly less. Cornmeal, too, is less, and the basis is ruling to the retail trade at $4.75 to $5, with a fair amount of selling. There is little demand for either corn flour or barley flour, and the price basis for both lines is understood to be a nominal one.

Self-raising Flour		
3-lb. pkgs., doz.		2 85
6-lb. pkgs., doz.		5 60
Cornmeal, Gold Dust	4 75	5 00
Cornmeal	3 20	4 15
Barley, pearl	6 00	6 50
Barley, pot, 98 lbs.		4 00
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 70	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 00	4 25
Rolled oats (family pack.), case		5 60
Rolled oats (small size), case		2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack.)		5 80
Rye flour (Can.), 98 lbs.	5 75	6 05 6 25
Tapioca flour, lb.	0 15	0 16

Milling Lags; Flour is Held

Montreal.

FLOUR.—The millers are marking time for the volume of business accorded by the Wheat Export Company is said to have been so small that when distribution of these orders was made the mills had but a limited volume of tonnage. Domestic selling is limited and there is no prospect of immediate improvement.

Wheat Flours	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30

Feeds Sold Up On Some Lines

Montreal.

FEEDS.—Reports are a bit conflicting regarding sales of shorts and bran, but they are more active than other feeds. One miller stated that supplies of bran and shorts were well cleaned up and that there was not enough supply. This would be accounted for by the restricted miling of wheat flours. Special feeds are steady and quiet, the supply being in excess of the demand.

FEEDS

Shorts—	
Mixed cars	$42 25
Straight cars	$44 50 47 00
Bran	
Mixed cars	40 25
Straight cars	43 00 45 00
Crushed oats	54 00 60 00

Barley chop	47 00	55 00
Gluten Feed (22% Protein)		
F.O.B. Cardinal		52 00
F.O.B. Fort William		48 00

Barley Feed Up; Hay Sales Light

Montreal.

HAY, FEEDS.—The hay market is on the quiet side. Road conditions are not good and this has prevented the farmers marketing. There is little likelihood of improvement coming in this respect soon. Oat prices have fluctuated during the week but there are no quotable changes. No. 3 extra barley is quoted at $1.12.

Hay, Straw, Grain (wholesale prices in car lots)—	
Good No. 1, per 2,000-lb. ton	$25 00
Do., No. 2	24 00
Do., G. M.	23 00
Do., No. 3	22 00
Straw	10 00
Oats	
No. 2 C.W. (34 lbs.)	0 86
No. 3 C.W.	0 80
Extra feed	0 81
No. 1 feed	0 78
No. 2 feed	0 73
Barley—	
No. 3 Extra	1 12

Note:—These prices are at elevator and bags and bagging are not included.

Oranges Easier; Apples Scarcer

Montreal.

FRUITS.—There is an easier undertone on oranges and Mexicans are selling at $4.50 per case. California navels are quoted $6 to $6.50 per case. The apple market is a firm one and best grades are selling at around $10 per barrel, while spies of best variety are holding as high as $12. The movement on fruit is fairly good.

Apples—		
Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00
Spys	10 00	12 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Wagners	9 00	10 00
Apples (in boxes)		4 25
Winesaps (box)		4 75
Bananas (fancy large), bunch	5 00	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		16 00
Do., (med.)	7 50	8 00
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)	7 00	7 50
Oranges, Calif., navels	6 00	6 50
Oranges (Mexican)		4 50

Onions Scarcer And Higher

Montreal

VEGETABLES.—As the season advances the price of coarse vegetables is tending to increase and prices are firm, with advances probable. Red onions are firmer and are selling at $2 to $2.50 per bag. Tomatoes are seemingly freer and declines may be registered in this line ere long.

Beans, new string (American) basket		5 00
Beets, bag	0 75	1 00
Brussels sprouts, quarts		0 25
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.	1 50	1 75
Carrots, bag		1 00
Celery (Wash.), doz.		2 50
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		3 00
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)	2 00	2 50
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		1 50
Parsley (Canadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal new (90-lb. bag)		1 50
Potatoes (New Brunswick), bag	1 50	1 75
Potatoes (sweet), hamper	3 50	
Romane		0 50
Spinach, box		1 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates	8 00	8 50
Watercress (Can.)		0 60
Spinach, bbls.		4 00

Molasses Holds; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—The situation in both molasses and syrups is without any material change this week. Stocks seem to be quite ample in dealers' hands, and the movement to the trade is restricted to absolutely essential needs. The markets are not strong, but are well held.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		5 05
Cases, 5-lb. tins, white, 1 doz. in case		5 65
Cases, 10-lb. tins, white, ½ doz. in case		5 35
Cases, 2-lb. tins, yellow, 2 doz. in case		4 55
Cases, 5-lb. tins, yellow, 1 doz. in case		5 15
Cases, 10-lb. tins, yellow, ½ dz. in case		4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.		3 50
Tins, No. 3, baking grade, case of 2 doz.		4 70
Tins, No. 5, baking grade, case of 1 doz.		3 75
Tins, No. 10, baking grade, case of ½ doz.		3 60
West Indies, 1½s, 48s		6 95

ONTARIO MARKETS

TORONTO, March 19.—The markets generally show a firmer feeling in many lines in which there has been a tendency to shade prices slightly. This is particularly noticeable in dried fruits and canned goods. Coffee is higher and tea is ruling with a better tone.

New Freight Rates on Sugar; Down 11c

Toronto.

SUGAR.—The new summer schedule of equalized freight rates on sugar has been issued, and this will mean a reduction at some points of as much as 11c per 100 lbs., whereas others will not show quite this amount. This change in equalized freight rates became effective March 17. There is no change in the Montreal basis. Quotations which will prevail in Toronto will now be $10.16 per 100 pounds. Refiners report the movement of sugar very much better, and from indications which have been given out it would appear that the outlook generally is considered much more favorable. Supplies so far are ample, and there is no report of any shortage whatever.

Atlantic, extra granulated	$10 16
St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c. barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Price on Tobacco Named; Other Lines

Toronto

TOBACCO, ETC.—A new line of tobacco is being placed on the market called "Tucketts' Old Squire." This is put up in one pound cartons, 9 tins to the carton, at $1.80 per pound, and in three pound cartons, 27 tins to the carton, $1.80 per pound. It is understood that the retail price is 25 cents per tin.

Jello in boxes of 2 doz. is being quoted at $1.25 per doz. It is understood that the only flavors which are now being put up are lemon, orange, raspberry, strawberry, cherry, chocolate and vanilla.

Tomatoes, Chicken Haddie Shaded

Toronto.

CANNED GOODS.—A price on Aylmer tomatoes, 2½s, of $1.65 per doz., is being quoted in some quarters this week. Lily chicken haddie, in cases of four dozen, is being quoted at $8.00 per case, in dozen lots at $2.10 per doz. As a whole the market on canned goods is being very well maintained. There seems little disposition to shade prices to the same extent as was shown about a month or so ago. The export movement, it is understood, is still continuing in very good volume, canned vegetables and jams representing, perhaps, the greatest volume of sales to-day. A general reduction in all grades and sizes

pork and beans is reported by one manufacturer.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 60
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 65	1 75
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	....	2 35
Pumpkins, 2½s	0 90	1 00
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Prunes, Raisins Show Activity

Toronto.

DRIED FRUITS. — It is understood that there was a buyer from the United States in the city towards the end of last week trying to secure both prunes and raisins. As far as can be learned he got some supplies, but the indications are that there are comparatively few prunes available. Those who may have any will undoubtedly wish to supply their regular customers, and most certainly there is no surplus around. It is understood that there have been some Thompson seedless raisins sold for this market, and that the shipments which will be coming through will represent the clean-up of stocks at the Coast. It looks very much as though practically all lines of dried fruits will be cleaned up this year, not only from the producer's standpoint, but from the jobber's and retailer's as well.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	....	7 00
Dromedary dates, 3 doz. in case	....	8 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 18½	0 14½
90-100s, per lb.	0 11¾	0 12½
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 14½	0 15
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Firmer Undertone to Tea Markets

Toronto.

TEAS.—From all quarters the report comes that there is a much better feeling in the situation in regard to teas. Importers report a very fair business being done, and there is not the hesitancy in specifying for goods that was known a couple of months ago. Prices have a firmer undertone as a result of this better demand.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Prices Revised Upward

Toronto.

COFFEE.—Continued strength marks the situation as it applies to coffee. Primary points are firm, and there is no indication that interests there are ready to lower prices as yet. There has been an advance locally in Dalton's French drip coffee, 1s now selling at 56c per pound and ½s at 58c per pound. Prices on other grades have been revised, and even at figures shown below it does not look as though peak had been reached.

Coffee—		
Java, Private Estate	$....	$0 48
Java, Old Government, lb.	0 41	0 45
Bogotas, lb.	0 41	0 43
Guatemala, lb.	0 40	0 41
Maracaibo, lb.	0 38	0 39
Mexican, lb.	0 39	0 40
Jamaica, lb.	0 34	0 36
Blue Mountain Jamaica	....	0 48
Mocha, lb.	0 41	0 43
Mocha, Arabian, lb.	....	0 45
Rio, lb.	0 30	0 32
Santos, lb.	0 34	0 36
Santos, Bourbon, lb.	0 36	0 37
Ceylon, Plantation, lb.	0 41	0 42
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Market in Spices Feverish; Some Lower

Toronto.

SPICES.—The market is feverish and some slight recessions have been made. There seems to be some export demand for peppers developing. Cream of tartar is weak and quotations to the trade are easier at 80c to 85c per pound.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	....	6 75

Walnuts Show Decided Strength

Toronto.

NUTS.—Some indications as to the strength of the nut market may be gathered from the fact that one importer, who had a considerable block of shelled walnuts bought in New York, was given a premium of 6c per pound to cancel his order. There does not seem to be any weakness in the nut market, rather is a reverse being shown, prices showing a fairly steady advance. Stocks do not appear to be very heavy, and it looks as though available supplies will be snapped up fairly quickly.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 19	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 79	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	....	0 85

Tapioca Reaches Lower Levels

Toronto.

RICES.—The market on tapioca has sagged to quite an extent and prices today are being named at from 11½ to 12½c per pound. The market generally on rices is fairly well held with no surplus stocks around and indications that there is a fair amount of business passing.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	....	12 00
Hondura's, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	....	8 75
Do., Simiu	....	11 00
Do., Mujin, No. 1	....	10 50
Do., Pakling	....	10 00
Tapioca, per lb.	0 11½	0 12½
White Sago	0 11½	0 12½

Prices on Beans Go Still Lower

Toronto.

BEANS.—Weakness seems to be the

dominating factor in the bean outlook. Rangoons are being quoted at from $3.00 to $3.25 per bushel and Japanese Kotenashis are being offered as low as $4.50 per bushel. Canadian beans are also easier, as will be shown by the quotations below. The demand is within a rather narrow limit and no immediate prospects of great activity.

Ontario, 1-lb. to 2-lb. pickers, bu.	$..	$3 75
Do., hand-picked	....	4 25
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	3 00	3 25
Limas, per pound	0 12½	0 13

Package Peas Show Recession

Toronto.

PACKAGE GOODS.—There is little new to the situation as it applies to the various lines of package goods. Cooker package peas, 36s, are being quoted at $3.60 per case. Aunt Jemima Pancake Flour is, it is understood, now being put up in cartons of 18 packages and being quoted to the trade at $3.05 per carton.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case.	....	3 60
Wheat Flakes, 24s	....	5 20
Cornstarch, No. 1, lb., cartons	....	0 11
Do., No. 2, lb. cartons	....	0 09½
Laundry Starch, in 1-lb. cartons.	....	0 11¼
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes.	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 20

Honey Outlook Unchanged; Maple Syrup

Toronto

HONEY, MAPLE SRYUP.—There have been no particularly exciting developments in the situation on honey. The demand is small and stocks are fairly heavy, and prices tend towards weakness. Maple syrup is still awaiting the outcome of the new crop and it is a little hard to say just what this will be.

Honey—		
Clover, ½-lb. tins	....	$0 28
5-lb. tins	....	0 27
10-lb. tins	0 25	0 26
60-lb. tins	0 25	0 26
Buckwheat, 60-lb. tin, lb.	....	0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00

Few Apples Here; Grapefruit Firm

Toronto

FRUITS.—Local apples seem to be cleaning up pretty well and it looks very much as though the trade will have to depend on boxed apples, of which there is only a limited supply. Some importers had hoped for some shipments from Tasmania, but there is nothing definite to work on as yet. The auctions in the United States markets show continued strength on oranges. There are no heavy supplies coming through locally, and those arriving are running very largely to the large sizes. However, prices are holding firm and the quality is still very good. Outside of navels there are a few Mexicans coming, a shipment being expected this week. Florida grapefruit seems to be firming up and supplies which are due from Cuba are rather irregular; the strike situation, both in Cuba and in New York, are factors which provide this uncertainty as to when delivery may be expected. There is some California grapefruit coming through, and it is expected that there will be a moderate supply for the next few weeks. Jamaica is expected to start shipping here about the end of the month. Lemons are unchanged with the tendency slightly easier; no Messinas are reported arriving as yet. Bananas show some increased strength.

Apples—			
Do., Rome Beauty, box	....	3 50	3 75
Do., Winesaps, box	....	....	4 25
Do., Spys, box	....	....	3 50
Do., in Barrels.	No. 1	No. 2	No. 3
Spys	....	10 00	9 00	....
Bananas, per lb.	....	....	0 07½
Grapes—			
Do., Malagas, bbl.	....	13 00	14 00
Grapefruit			
Florida, 46s	....	....	4 75
Do., 54s	....	5 00	5 75
Do., 64s	....	....	5 50
Do., 70s	....	....	6 00
Do., 80s, 96s	....	....	6 50
Do., 126s	....	....	6 00
Cuban, 54s	....	4 50	5 25
Do., 64s	....	5 00	5 50
Do., 70s, 80s	....	....	5 50
Oranges—			
California navels, 100s	....	5 50	6 00
Do., 126s	....	....	6 25
Do., 150s	....	....	6 50
Do., 176s	....	6 50	6 75
Do., 200s, 216s, 250s	....	6 50	7 00
Do., 288s	....	....	6 50
Lemons, Cal., 300s, case	....	....	5 00
Pears, Cal.	....	....	5 50
Pineapples, 24s, 30s, case	....	..	8 00
Strawberries, box	....	....	1 00

Potatoes Firmer; Onions High

Toronto.

VEGETABLES.—Potatoes show a firmer tendency this week. There have been some exported to United States markets from Ontario and dealers feel now that there is really no surplus. Should more be moved across the line, stiffer prices are a probability. Onions remain very firm. No new onions are looked for prior to middle of April, when first Texas should be on the market. It is reported that heavy rains in Florida have damaged crop of tomatoes, but how serious this may be is still problematical. Prices on goods rolling have advanced and no more is expected to start until extent of damage is determined. Arrivals so far have been very good quality.

Beets, bag	....	0 65
Cabbage, Can., bbl.	$....	$1 75
Do., Cal., 80-lb. crates	....	4 50
Cauliflower, Cal., case	4 50	4 75
Do., Do., pony crate	....	2 50
Celery—		
Carrots, bag	....	0 65
Do., Cal., 6 to 10 doz	....	13 50
Cucumbers, doz.	....	4 00
Endives, dozen	....	0 85
Lettuce, head, Cal., 5 doz. boxes	....	6 00
Do., Do., Florida, large hampers	....	7 00
Do., leaf, dozen	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	....	2 75
Do., Do., 100-lb. bag	....	4 00
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	0 65
Potatoes, sweet kiln dried, hamper	....	3 50
Potatoes, Ontario, bag	....	1 40
Do., N.B., Delawares, bag	....	1 75
Spinach, Louisiana, bush. hamp's	....	3 00
Tomatoes, Florida, 6 baskets to case, case	7 50	9 00
Turnips, bag	....	0 65

Flour Business Still Restricted

Toronto.

FLOUR.—Reports indicate that no further export business has yet been placed, though some factors looked for orders at an early date. Domestic business is very fair, but output of the mills is still restricted.

FLOUR

Government Standard, 74% Extraction Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Sales Mill Feeds Well Maintained

Toronto.

MILL FEEDS.—Sales are maintained at a high point and no surplus stocks of these are accumulating. Prices are holding steady and without change.

	In carlots, track	
Bran, per ton	....	$40 25
Shorts, per ton	$42 25	....

Corn Products Up; Oats Firming Up

Toronto.

CEREALS.—Corn products are firming up and advances are reported in cornmeal this week. A stronger grain market on rolled oats is noticeable, but with fairly heavy stocks the reaction is not so quickly noticed here. There seems to be a better tone to business, but actual orders are still a little slow in coming.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 50
Corn flour, white, 98s	4 50	4 75
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	4 75
Hominy, pearl, 98s	....	4 50
Oatmeal, 98s	....	4 55
Oat Flour	....	4 50
Rolled Oats, 90s	4 25	4 50
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	....	8 00
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	5 50
Blue peas, lb.	....	0 10
Linseed Meal, 98s	....	6 75

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

Sugar Maintains Steady Position

Winnipeg.

SUGAR.—The sugar market is holding steady, with supplies coming forward in good regularity. No change in price is expected until a new crop of Cubas is on the market. With European countries making large purchases of Cuba Rams it is evident there is no surplus of sugar in the markets of the world.

SUGAR

Granulated—	Per 100 lbs.
Best, in barrels	$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50

Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Formaldehyde Prices Named; Lower

Winnipeg.

FORMALDEHYDE. — Quotations on formaldehyde are based on the recent big decline in price as follows: 2 lb. jugs, 50 to bbl., per jug, 85c; 5 lb. jugs, 18 to bbl., per jug, $2; 10 lb. jugs, 10 to bbl., per jug, $3.75; 100 lb. kegs, per pound, 34c; 200 lb. kegs, per pound, 33c; 400 lb. bbls., per pound, 32c. Bluestone in 400 lb. bbls. is being quoted at 12¾c per pound.

Activity Noted in Canned Goods

Winnipeg.

CANNED GOODS.—The market in canned fruits is very firm. All available stocks in the hands of canners have been cleaned out for export. The demand from Europe is very active and it is possible some quantities from jobbers' stocks will be taken for export. Canned salmon is also in a very strong market, with cohoes and other better grades reported from the coast to be cleaned up. A heavy export demand is apparent at higher prices than those ruling in Canada; some quantities of pinks are also being shipped to European markets and it is evident that stocks of desirable grades of canned salmon will not be replaced in the Canadian trade until the new pack comes in the fall.

Corn—		
2s		$1 45
Peas—		
Standard, 24 x 2's		3 25
Tomatoes—		
2½s, Can.	3 80	3 95
Peaches—		
Heavy Syrup, 24 x 2s	5 50	5 65
Pears—		
Light syrup, 24 x 2s	3 90	4 15
Plums—		
Lombard, light syrup, 24 x 2s	3 70	4 55
Lombard, heavy syrup, 24 x 2's		3 80
Strawberries—		
2s		8 15
Salmon—		
Chums, 48 x 1-lb. talls		8 40
Pinks, 48 x 1-lb. talls		10 25
Cohoes, 48 x 1-lb. talls		13 75
Sockeye, 48 x 1-lb. talls		16 25
Pinks, 48 x 1-lb.		10 40
Sardines		
100 x ¼s		7 05

Firm Outlook Shown in Jams

Winnipeg.

JAM.—The local jam market shows considerable strength, with higher prices being forecast by manufacturers for the 1919 pack. Contracts with growers are said to be at a higher rate than last year and sugar is higher. A substantial demand is keeping the jam market very firm.

Dried Fruits Showing Strength

Winnipeg.

DRIED FRUITS. — Prunes, peaches and apricots are in a very strong market with all available supplies being secured for export trade at higher prices than those prevailing in Canada. To-day's prices are about 3c per pound higher than opening prices. A shortage is expected as present supplies are insufficient for normal trade requirements until new crop fruits are available. The market on evaporated apples is firm and available supplies are bein secured for export at high prices. All stocks in evaporators' hands will shortly be cleaned u.

Prunes	
40-50s, 25-lb. boxes, per lb.	0 18¼
50-60s, 25-lb. boxes, per lb.	0 16⅜
60-70s, 25-lb. boxes, per lb.	0 15¾
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s	0 17
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22
Raisins—	
Muscatels—	
1 Crown, 25-lb. boxes	0 12¾
Seeded—Bulk, 25-lb. boxes	0 12¼

Tea Situation Remains Steady

Winnipeg.

TEA.—Package teas on the local market are steady. Quotations from London reflect very high quotations. Should the British Government continue to take 65 per cent. of the crop until the end of the year a very strong market is expected.

TEAS

Black, Bulk—	
Broken Pekoe, No. 15, chests, lb	0 46
Do., Orange Pekoe, No. 19, chests, lb.	0 48
Less than chests, one cent per pound more.	
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden bxes, lb.	0 50

Market on Coffee Continues High

Winnipeg.

COFFEE.—The market continues very firm with prices unchanged. Brazil quotations are very high and shipping space is at a premium. Prices being quoted by roasters in Western Canada at present are considerably below to-day's market levels.

Walnuts High; Supplies Doubtful

Winnipeg.

NUTS.—The French Government has raised the embargo against the shipment of walnuts both in the shell and shelled meats. There is little probability of any of these walnuts being exported at present, however, as the bulk of the 1918 crop was consumed by the army. California walnuts and Manchurian walnuts are both very high.

Best Rices None Too Plentiful

Winnipeg.

RICE.—The market for good grades of rice is firm and supplies are scarce. There is ample supply of poor grades but these are not being imported in any quantity. Dealers point to the possibility of an insufficient supply to meet the demand in consequence of the hesitancy of millers importing normal requirements.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13⅛
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08¼
Tapioca, lb.	0 12¼
Sago, lb., in sacks	0 10¼
Less quantities	0 10¾

Weakness Shown in Bean Market

Winnipeg.

BEANS.—The bean market shows a weakness and a continuance of the recent decline is looked for. There are still reported to be heavy stocks held.

Oranges Higher; Grape Fruit Firm

Winnipeg.

FRUITS.—Trading on the local fruit market is rather dull. Oranges have advanced and now range from $7 to $8 per case for navels. The grapefruit season is coming to a close and prices are becoming firmer. An advance on grapefruit is likely to be made very shortly. Lemons are steady in a firm market. Larger shipments of strawberries are expected within the next two weeks and prices are likely to be high.

Fruits—		
Oranges	$7 00	$8 00
Lemons, Cal.		7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Strawberries, Florida, quart		0 85
Japanese bitter oranges		6 50
Apples—		
No. 1, bbl.		9 00
No. 3, bbl.		7 50
Boxes	4 00	4 50

California Tomatoes Arrive; Cabbage, Too

Winnipeg.

VEGETABLES.—A car of California tomatoes has arrived and from now on a plentiful supply of these tomatoes will be available. Prices range from $9 to $10 per crate. These prices are expected to remain steady for some time. Some new cabbage has also come on the market this week, and celery shows an advance to 20c per pound, or from $15 to $16 per crate. Head lettuce is also plentiful. Trade is rather sluggish at present.

Vegetables—		
Cucumbers, doz.	4 50	5 50
Cabbage, Cal., new		0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers.		4 00
Carrots, with heads, hampers.		4 00
Head Lettuce, per doz.		3 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.		0 05
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Tomatoes, Cal., crate	9 00	10 00
Celery, lb.		0 16
Cauliflower, doz.		2 75
Potatoes, 10-20 bush. lots, bush.		0 90

Flour Cereals Dull; Feeds Scarce

Winnipeg.

FLOUR, FEEDS, CEREALS.—This market is rather dull at present and business is sluggish. Feed is scarce. Prices are unchanged at last week's quotations.

Government Standard Flour—	
Cash carload price	$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 18.—Local new laid eggs higher, quotation from $17.00 to $18.00, with supplies short. Express shipments, Japanese eggs, selling for $18.50, quality very poor. Number one creamery butter, 51c. Gallon apples, $2.50 to $3.00. Evaporated peaches, 20 to 22c. California Lima beans, large quoted, 15 to 18c. Raisin prices stiffening. Prunes, 90-100's, 16½c; 60-70's, 18¾c; 40-50's, 21c. Australian currants arriving to sell at 17c. Local potatoes, 30 to 32c. Navel oranges, $6.00 to $7.75. Grapefruit, $7.50 to $8.50.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	....	10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	....	4 80
Do., No. 2	....	4 10
Tapioca, lb.	0 10½	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	....	11 02
Cheese, No. 1, Ontario, large	....	0 31
Butter, creamery, lb.	....	0 51
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	....	18 30
Eggs, new-laid, local	17 00	18 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 50	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	....	6 40
Apples, evaporated, 50s, lb.	....	0 18
25s, lb.	0 18	0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 20	0 22
Prunes, 90-100s	....	0 16½
Do., 60-70s	....	0 18¾
Do., 40-50s	....	0 21
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 18.—Pearl barley is selling at 6c. Japan rice, number one, $2.15; number two, $1.85. Salmon, pinks, $9.50. Pilchards, $7.50. Oranges are quoted $7.00. Newtons, Winesaps, $4.25. Dressed hogs, 25 to 28½c. Bacon, 48c. Hams, 39c. Margarine and cheese are up half a cent. Fresh salmon is expected in small quantities next week, as it is probable that fishermen will be resuming work tonight.

BRITISH COLUMBIA:

Sugar, granulated	$10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 20
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 05½
Do., pearl	0 06
Beans, lima, Manchurian, 100s	0 13½
Do., lima, California	0 18
Do., white, 100s	0 08
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	....
Do., Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	160 00
Do., Do., No. 2, per 40 mats	140 00
Do., California	226 00
Tapioca, 140s	0 10¾
Sago, 140s,	0 10½
Canned tomatoes, 2½s, doz.	2 00
Do., peas, stand., 2s, doz.	1 75
Do., early June, 2s, doz.	1 90
Do., corn, 2s, doz.	2 45
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 75
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50
Dried Fruits—	
Choice peaches, 25s	0 25
Do., apricots	0 22
Do., apples	0 19
Do., prunes, 70-80, 55s	0 17½
Oranges, run, per case	7 00
Lemons, per case	5 00 5 50
Grapefruit, per case	4 25
California	3 75
Bananas, lb.	0 09 0 09½
Apples—Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25
PRODUCE	
Dressed hogs	0 25 0 28½
Breakfast bacon, medium	0 48
Hams, medium	0 39
Pure lard, tierce basis	0 32
Do., compound	0 25
Butter, New Zealand prints	0 54
Do., Alberta Cr., prints	0 54
Margarine, prints	0 34½
Eggs, fresh	....
Do., storage	....
Cheese, large	0 31½
Do., twins	0 31½
Potatoes, Lillooet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15 0 17
Salmon, Qualla, per lb.	0 10
Salmon, Cohoe, per lb.	0 16
Salmon, Spring, per lb.	0 17

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 18.—Wholesalers are now commencing shipments of fruit and vegetables to country points. Both fruit and vegetables are scarce and the price is high for this time of year. Apples are off the market. Oranges are firm. Florida grapefruit season is past and the fruit is high. Green vegetables from California is quoted on the local market: cabbage, 7c pound; lettuce, $1.50 dozen, and cauliflower, $3.50 per crate; onions are off the market and new supplies not expected until June.

Beans, small white Japans, bu.	5 40
Beans, Lima, per lb.	0 12½
Flour, standard, 98s	5 45
Rolled oats, boils	3 65
Rice, Siam, cwt.	8 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 42
Lard, pure, 3s, per case	18 75
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 65
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	....
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90 3 00
Grapefruit	7 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

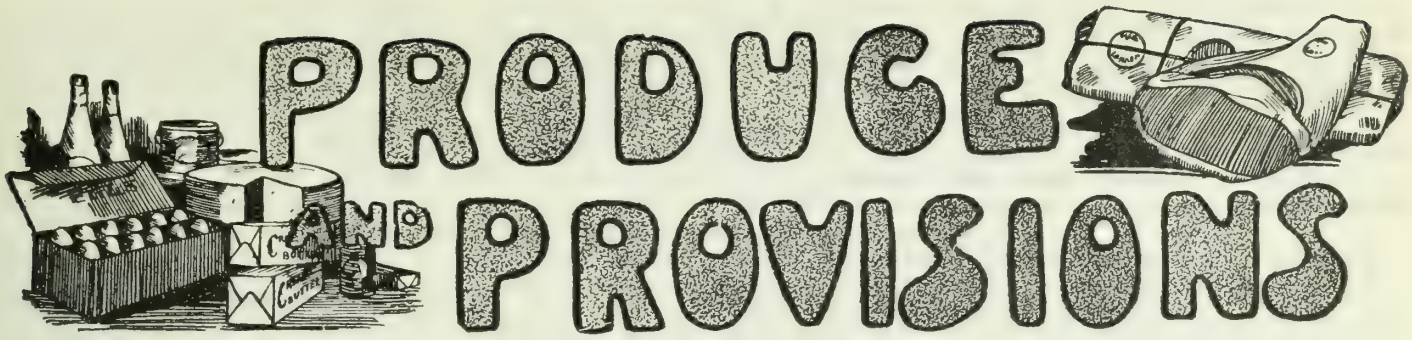
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 18.—Changes this week show a stiffer tendency in some lines, particularly fruit, with eggs showing pronounced drop. Cornmeal gran., $5.75 to $6.00; ordinary, $3.25 to $3.30; molasses, 90c to 92c; eggs, fresh, 43c; case, 40c. Evaporated apples, 18c to 18½c. Apricots, 22c to 23c. Onions, $2.50 to $3.50. Oranges, $7.00 to $8.00. Grapefruit, $6.50 to $7.50. Apples, box, $5.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	....	$12 50
Cornmeal, gran., bags	5 75	6 00
Cornmeal, ordinary, bags	3 25	3 30
Rice, Siam, per 100	9 00	9 10
Molasses	0 90	0 92
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, Ont., twins	0 30	0 30½
Eggs, fresh, doz.	....	0 43
Eggs, case	....	0 40
Breakfast bacon	0 30	0 38
Butter, creamery, per lb	0 52	0 54
Butter, dairy, per lb.	0 47	0 50
Butter, tub	0 42	0 46
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½
American clear pork	56 00	65 00
Beef, corned, 1s	....	4 90
Tomatoes, 3s, standard, case	....	4 00
Raspberries, 2s, Ont., case	....	8 80
Peaches, 2s, standard case	....	6 00
Corn, 2s, standard case	....	4 30
Peas, standard case	....	2 90
Apples, gal., N.B., doz.	....	4 00
Strawberries, 2s, Ont., case	....	8 20
Salmon, Red, spring, cases	....	....
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums	....	8 50
Evaporated apples, per lb.	0 18	0 18½
Peaches, per lb.	....	....
Apricots, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	....	3 25
Onions, Can., 75-lb. bags	2 50	3 50
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	7 00	8 00
Grapefruit, case	6 50	7 50
Bananas, per lb.	0 09	0 10
Apples, box	....	5 50



Meat Dept. Means Other Business

Vegetable and Other Lines Naturally Associate Themselves With Butcher Department —Much of This Profitable Trade is Lost to the Exclusive Grocer — Geo. A. Gow Was Without This Department For Some Months, and Noted a Marked Decline in Profits as Result

"THE meat business is of value to the grocer as a business builder for many reasons," stated George A. Gow, Lock street, Hamilton. It unquestionably assists the grocery department to make a good showing, and under good management it shows a good profit for itself. But it is not so much either of these factors that make it appear of importance to me, but because along with this business usually goes the sale of vegetables, and a score of other incidentals, lines that show a good profit, a business that is usually lost to the store that has not a meat department, or at least, business that inclined to be very slim unless it is joined in some way to a meat department.

A Natural Association

Unquestionably people have come to associate certain lines of vegetables, and produce with their meat sales, and although the grocer may carry them all, it is more likely that the customer in visiting the grocery store will not think of these, as a possible purchase in the store, or if she does think of them, will probably believe that she can do better in the butcher store, where it may appear to her these goods are given more attention.

I have had a good opportunity of considering the butcher business in its relation to the grocery store, for I operated one in connection with the store for a number of years, and then because of the difficulty of getting a competent butcher, I closed this department for nine months.

Nine Months' Experience

The survey of the nine months' business when I was without this department, and presumably must have been devoting somewhat more time to the grocery department, convinced me that, it was poor business to do without it. There was a falling off in the general turnover, that was of course to be expected, but there was a falling off in proportionate profits as well. There was no room for argument. Our business was less, and certainly less than the mere curtailment of the actual meat sales.

That experience convinced me that the association of these two departments was a beneficial one for the store, and I at once started the department again, and have found that the business has returned to its normal level.

There are of course many difficulties to be faced in managing this department. The dangers of leaks, that mean lost profit are far greater in the meat department than they are in the grocery department. An average clerk can do fairly good work selling groceries, but an average clerk in the meat department may mean a loss instead of a profit. The clerk in the meat department must use his head all the time, for goods must be sold and must be kept moving so that there shall not be an accumulation of one line of goods, that is out of proportion to the general stock. A clerk, however, who knows how to cut well, and who can keep a nice balance between the various cuts of meat, and who knows his customers, and can suggest different cuts to them, can readily make this department a very satisfactory one.

Two Adjoining Stores Not as Satisfactory

There are some merchants who believe that they get as much benefit from close association with another butcher store as they do from the actual operation of one themselves. I do not think however that this is the case. They may obtain some benefit but the butcher is going to get as much business as he can for his store, and that means that he is going to sell a good many lines that might be sold by the grocery store at a profit. He may use his influence to turn business in exclusively grocery lines to the grocery store, but what he takes away will more than offset this advantage. I am certainly of the opinion that the best results can be obtained from the combination of the two stores under the one management."

Mr. Gow's store is divided into two separate stores but the two departments are united by a glass faced door at the front of the store, that gives the customer entering either store a clear glimpse of the other department, and at once attracts their attention in that direction. The meat department of the business and the grocery department are operated as one store, for which Mr. Gow does the buying, so that he is familiar with the amount of goods sold in each department. He estimates that about one-third of his business is done in the meat department. This however, does not take into account the large number of lines that might readily be classed as part of the trade of the meat department.

GUNNS LIMITED, SPENDING HALF MILLION ON PLANT

Gunns Limited have commenced work on additions to their plant in West Toronto that will total an expenditure of $500,000 before the work is complete. The work is under the supervision of Henscien and McLaren, architects of Chicago, and it includes the construction of a cooler building 85 by 135 ft. with cellar and six stories, giving a large increase in accommodation in the beef chilling rooms, as well as in freezer and curing capacity. The company is also erecting a new office building, four stories and cellar, and the front of the plant is having additions made to bring it to the same height. A new tank house is also to be built, and several other changes are to be made to the existing plant.

SASKATCHEWAN CREAMERIES HAVE RECORD YEAR

Reports submitted at the annual meeting of the Saskatchewan Co-Operative Creameries, Limited, held at Regina, recently showed that the twenty odd creameries owned and operated by the company throughout Saskatchewan had manufactured during 1918 a total of 2,870,683 pounds of butter. The value of business done during the year was placed at $1,887,318, representing an increase of

about 100 per cent. over that of the previous year. A dividend of eight per cent. on paid-up stock was declared. Officials of the company were re-elected as follows: President, W. C. Paynter, Tantallon; vice-president, C. W. Hankins, of Melfort; secretary, L. C. Wirtz, Wadena. W. A. Wilson is manager and F. M. Logan assistant manager of the company.

ARMOUR & CO. NOT ENTERING RETAIL FIELD

Deny Any Intention of Doing So, and Announce Intention of Prosecuting Anyone Spreading That Rumor

Armour & Co., after denying rumors persistent in the United States to the effect that they were going into the retail business time and time again, have decided "patience has ceased to be a virtue" by announcing their intention of tracing the rumors to their source in an effort to find out what men or firm are responsible for the false reports.

Large advertisements will be run in leading newspapers and grocery trade journals of the country informing retailers and the public in general that the rumors are deliberate falsehoods and asking that information be sent to them as to the origin of the rumors which will enable them to identify the men or firm responsible for the circulation of the reports.

MANITOBA REQUIRES PRODUCE DEALERS TO BE BONDED

Dealers whose principal business consists of handling farm produce will be required to obtain a license ($10) from the Minister of Agriculture and furnish a $3,000 bond according to a bill which was passed recently. This will provide some measure of protection for shippers whether they be merchants or farmers. The executive officers of the Manitoba Provincial Board of the Retail Merchants' Association of Canada took this matter up with the Government and they are greatly pleased with the result obtained.

Complaints have been received from merchants at different points throughout Manitoba against dishonest dealers and although the officials gathered information and endeavored to trace the offenders with the assistance of the Winnipeg and Provincial Police Departments, the result was disappointing.

An effort was made to secure similar legislation two years ago without success. It will be interesting to see how this Act will work out. In future, merchants should take the precaution to ascertain through the office of the Retail Merchants' Association whether licenses and bonds have been secured by firms to whom shipments are made. It is not likely that any firm will attempt to pull off another fraud equal to that of the Henry Anderson Produce Comapny.

WANT MANUFACTURERS SELLING DIRECT TO HAVE TRADERS' LICENSE

The Executive of the Manitoba Provincial Board of the Retail Merchants' Association will endeavor to secure an amendment to the Municipal Act whereby manufacturers will not be allowed to sell their products to the consumer without first securing a traders' license from the municipality in which they desire to operate. As the Act now stands, a Manitoba manufacturer can sell his wares anywhere within the province without having to secure a license. This is very unfair. If a retail merchant handles a manufacturer's goods, he must pay a personal property tax or a tax on the retail value of his premises for doing business, whereas the same manufacturer may come in and enter into competition against him, selling the same line of goods and pay nothing.

This matter was discussed with members of the Provincial Government Committee dealing with municipal affairs and the suggestion was offered that this question be considered with the Union of Municipalities. Therefore, at the next Convention of Municipalities, a request will be made to have the matter discussed with a view to having it settled satisfactorily to all parties concerned. Retail merchants are not seeking special favors, all they want at any time is a square deal. Members are requested to forward information relative to all cases of manufacturers selling their goods direct to consumers.

NEW BRUNSWICK DAIRYMEN ORGANIZE

The United Dairymen of New Brunswick is the name of a new organization formed at a meeting in Fredericton, N.B., b leaders in the various branches on this industry and business. The object of the association is to secure representation on the Canadian Dairy Council, to co-operate in the purchase of supplies and to work together for the improvement of the quality of dairy produce. Milk, butter and cheese producers are well represented in the membership.

CAN STORE FRUIT AT VERNON, B.C.

To store fruit so as to be able to benefit by the higher prices prevailing in the winter, the fruit growers of the Okanagan have almost completed a storage plant at Vernon that will store 200 cars of fruit.

The building is 400 by 80 feet, built on the most modern and scientific plans, with every device to facilitate the handling of fruit, a side track that provides trackage for twelve cars runs alongside the building and on the opposite side an unloading space of the same size is provided with a wide, covered platform the full length of the building.

PHENOMENAL HERRING RUN NEAR NANAIMO

Hundreds of thousands of herring have been cast on the shores of Protection and Newcastle Islands in the past few days.

This has occurred because the shoals of fish have been so dense that they have literally shoved one another out of the water. It is said that hardly ever before in the history of the fishing industry have the fishermen made bigger hauls, and this despite the fact that there are but two seines operating in the vicinity, both outside the harbor, while there are probably not more than a dozen gill-net fishermen working within the harbor.

The main difficulty has been to find a market for the fish when they are caught.

WESTERN BUTTER BEING SOLD ON AMERICAN MARKETS

Saskatchewan butter is being tried out on New York market. A shipment of three cars went East this week, the butter being the product of the Saskatchewan Co-operative Creameries Ltd. A slightly higher figure than could be secured locally was received. Souris Valley Creamery has also shipped a car of creamery butter to Washington State via Vancouver.

PETITCODIAC, N.B., SWEPT BY FIRE

The entire business section of the thriving little town of Petitcodiac, N. B., was destroyed by fire on March 14. Grocery stores burned out, with losses and insurances, were as follows:

S. C. Goggin, general stock valued at $15,000; insurance $9,500.

R. G. Innes, general stock, valued at $20,000; insurance $13,000.

H. W. Church & Co., general store building, two dwellings and stock, valued at $16,600; insured for $8,000; stock in warehouse worth from $3,000 to $4,000; insured for $1,000.

A. M. Brown, groceries and meats, store worth $1,500, insured at $800; stock, $3,000; insured for $1,200.

S. L. Stockton & Son, general, building and stock, value $8,000; insured for $3,400.

BROKERAGE FIRM REORGANIZED

The firm of J. R. Genest, Montreal, has been reorganized and the firm name now is that of Genest & Genest, Limited.

The president is A. L. G. Genest, vice-president, J. R. Genest, and managing director, J. Edgar M. Genest.

The various members of the firm have spent many years in the mercantile business, and the new company will have travellers covering the Province of Quebec. They are now open to consider representation for various manufacturers of lines sold through brokerage houses.

WINDSOR, ONT., MAY ESTABLISH CIVIC DAIRY

After thorough investigation of the 23 dairies that supply milk to Windsor citizens, the Council's Fair Price Committee has come to the conclusion that the only solution of the present high prices is by the establishment of a municipal dairy. The cost of such a plant where milk would be purchased direct from farmers, cooled and pasteurized, is estimated at $20,000.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 19.—Further advances for pork and beef, both live and dressed, are among the more interesting and important changes of the week. There has been a general advance all along the line on both, and with receipts rather light there has been a ready absorption of the same. Butter went to 56c for best creamery in prints, and there is a firm undertone. Lard and shortening also were revised upward from one-half to two cents per pound. Barrel pork is higher. A decline in new-laid eggs and several for various varieties of fish are noted.

Hogs and Cattle Advance 1c-2c

Montreal.

FRESH MEATS.—The market has advanced materially for hogs and while they are selling at $19.00 to $19.50 to-day a price of $20 per cwt. is anticipated, the market ruling very firm. Abattoir dressed are selling at an advance of 1½c to 2c at $26.50 to $27.

Cattle advanced also, the net increase over last quotations being one cent for both cows and steers. Altogether there is a fairly good demand and receipts have been picked up promptly.

Hogs, Dressed—		
Abattoir killed, small	$26 50	$27 00
Sows	24 00	25 00
Hogs (country dressed)	23 50	24 00
Hogs, live	19 00	19 50
Fresh Pork—		
Leg of pork		0 34
Loins	0 36	0 38
Tenderloin, lb.	0 44	0 46½
Spare ribs		0 22
Trimmed shoulders	0 27	0 28

Fresh Beef— (Steers and Heifers)		(Cows)
$0 25	$0 31 .Hind quarters.	$0 26
0 16	0 20 .Front quarters.	0 17
0 31	0 36 .... Loins	0 29
0 21	0 29 ..... Ribs	0 27
0 16	0 18 .... Chucks	0 17
0 23	0 27 ..... Hips	0 23
Calves (as to grade)	0 27	0 28
Lambs—fresh killed	0 27	0 29
Do., frozen	0 26	0 27
Sheep		0 20

Cured Meats Firm May Go Higher

Montreal.

CURED MEATS.—The market is firm and prices may advance under the strong fresh meat advances and tendencies. One thing that has served to hold the market down is that of a somewhat small demand. Hams and bacon are leading sellers, particularly the former.

Cured Meats—		
Hams—		
Medium, smoked, per lb.—		
(Weights) 10-16 lbs.		0 37
16-20 lbs.		0 36
20-35 lbs.		0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 40	0 45
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.		0 30
Barrel Pork—		
Canadian short cut (bbl.)		54 00
Clear fat backs (bbl.) (40-50 pieces)		60 00
Do. (30-40 pieces)		61 00
Short cut clear pork (bbl.)	53 00	54 00
Heavy mess pork (bbl.)	42 00	44 00
Bean pork (bbl.)	42 00	45 00

Basis Held on Cooked Meats

Montreal.

COOKED MEATS.—There is a steady and unchanged basis for these lines. In fact there is less change for cooked meats than for any other line in the provision list. Selling is rather confined and there is just a steady, fair trade.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 44
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 50
Hams, cooked	0 50 0 51
Shoulders, roast	0 44 0 48
Shoulders, boiled	0 44

Lard Higher, Market Firm One

Montreal.

LARD.—In accordance with the strong tendencies of the market, and to which reference was made in CANADIAN GROCER last week, lard has advanced two cents a pound. This makes tierce price 29c and that for prints 32c. It is evident that the market will follow the advances made for pork and further increase of price will not be a surprise. The demand is good.

Lard, Pure—	
Tierces, 400 lbs., per lb.	0 29
Tubs, 50 lbs., per lb.	0 30
Pails, 20 lbs., per lb.	0 30
Bricks, 1 lb., per lb.	0 32

Half Cent Advance For Shortening

Montreal.

SHORTENING.—A half-cent advance brings the price for shortening, in bricks, to 27½c to 28c per pound. This is following the tendencies on lard, though to a limited extent. A fair amount of selling is reported.

Tierces, 400 lbs., per lb.	0 26	0 26¼
Tubs, 50 lbs.	0 26¼	0 26¾
Pails, 20 lbs., per lb.	0 26½	0 27
Bricks, 1 lb., per lb.	0 27½	0 28

Margarine Holding With Butter High

Montreal.

MARGARINE.—While the price of margarine has held without change, there is, if anything, a firmer undertone, butter prices being so high. The price for best grades in prints is still around 34c per pound.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.		0 30

Creamery Butter 56c; Selling Steadily

Montreal.

BUTTER.—Notwithstanding the very considerable increase in receipts for the past year of butter, the consumption has been so great as to absorb the product steadily and prices have again firmed here. Finest creamery is selling at 56c per pound in prints, and there is a steadily heavy demand, the consumer being willing to pay the price. The undertone is firm.

Butter—		
Creamery prints (storage)		0 56
Creamery solids (storage)		0 55
Dairy prints, choice		0 47
Dairy, in tubs, choice	0 42	

Cheese Moving To Outside

Montreal.

CHEESE.—While there is a good deal of cheese bought in small lots, a considerable movement has been manifest to outside points and the price basis is steadily held. No changes of any nature have been made.

Cheese—		
Large, per lb.		$0 28½
Twins, per lb.		0 29
Triplets, per lb.		0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.		0 30

Fresh Eggs 42c; Heavy Supplies

Montreal.

EGGS.—There is a further decline in egg prices this week, strictly new-laids being quoted at 42c to 43c per dozen. Buyers can secure any quantity in the country at around 38c and the price basis will likely be still lower. There is a heavy consumptive demand.

New-laids	0 42	0 43

Dressed Poultry Steady Here

Montreal.

POULTRY.—The market here is maintained on a steady and satisfactory basis without change. The considerable export of past weeks has had a real effect in maintaining a steady and firm undertone and if the same movement continues there is not much to indicate lower prices on domestic requirements.

Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 45
Geese	0 30
Old fowls	0 36
Large	0 32
Small	0 30

Various Fish Marked Lower

Montreal.

FISH.—Various varieties of fish are marked down this week. Among these are salmon, tom cods, smelts, and some pickled fish too. The reason for this is partly owing to the better demand due to the advent of Lent having expended itself in a large way. For two weeks business was excellent, but with supplies in the dealers are not stocking now so heavily. Weather conditions also helped, but these are now unfavorable again and frozen fish will not sell so readily, larger stocks being stored away now than usual at this season.

Eels are said to be sold out. Smoked and prepared fish is in slow demand and stocks are said to be large. With softer weather a larger business is looked for in oysters, prawns, lobsters, etc.

FRESH FISH

Haddock	0 09	0 10
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns	....	0 40
Live lobsters	0 65	0 70

FROZEN FISH

Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 13	0 15
Smelts, No. 2, per lb.	0 10	0 11
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 26
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	....	0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.	....	6 00
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	....	$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	....
Codfish, No. 2, 200 lb. barrel	17 00	....
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)	....	0 23
Shredded codfish (12-lb. box)	....	2 50
Dried codfish (100-lb. bbl.)	....	20 00

PICKLED FISH

Herrings (Scotch cured), barrel	....	12 00
Scotia, barrel	....	12 00
Do., half barrel	6 50	7 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)	....	26 00
Salmon, B.C. (200 lbs.)	....	25 00
Sea Trout (200-lb. bbls.)	....	25 00
Turbot (200 lbs.)	....	17 00
Codfish, tongues and sound, lb.	....	0 15
Eels, lb.	0 16	0 17

OYSTERS

Cape Cod, per barrel	$15 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	7 25
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	3 00
Can No. 3 (Selects)	8 40

SUNDRIES

Crushed Oysters Shell, 100-lbs.	$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25
Paper Oyster Pails, ⅛ per 100	1 75

ONTARIO MARKETS

TORONTO, March 19.—After their meteoric flight last week, hogs seem due for a decline this week. Butter has advanced 1c per pound, and market is very firm. Eggs are slightly easier. The market on cheese has firmed right up, and higher prices are ruling. Numerous changes have been made in fish prices, smoked and dry and pickled lines being cleaned out at substantial reductions.

Hogs Tend Lower; Beef Rules Firm

Toronto.

FRESH MEATS.—Live hogs after advancing considerably last week are trending lower again and it seems as though prices will get down to an easier basis before the week is over. The United States Food Administration has stepped in and asked that a maximum of $18.00 be established and this will have a tendency to stabilize the market and get things on a better basis. Beef is holding firm and good grades are scarce. There is little change in prices of fresh meats but the movement in all lines has been upward. Range of quotations to-day follows:

Hogs—

FRESH MEATS

Dressed, 70-100 lbs., per cwt.	$24 00	$25 00
Live, off cars, per cwt.	....	19 00
Live, fed and watered, per cwt.	....	18 75
Live, f.o.b., per cwt.	....	17 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	0 36	0 38
Tenderloins, lb.	0 42	0 50
Spare Ribs, lb.	....	0 20
Picnics, lb.	....	0 24
New York shoulders, lb.	....	0 27
Montreal shoulders, lb.	....	0 28
Boston butts, lb.	....	0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 22	0 27
Front quarters, lb.	0 17	0 18
Ribs, lb.	0 22	0 30
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 28	0 30
Do., short, lb.	0 37	0 38
Hips, lb.	0 22	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 26
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22

Above prices subject to daily fluctuations of the market.

Cured Meats in Active Demand

Toronto.

PROVISIONS.—A better demand is in evidence and outlook is much brighter. Domestic trade and export business show up very well and prices are well maintained with higher levels in some quarters. Changes are recorded in list below:

Hams—		
Medium	$0 36	$0 39
Large, per lb.	0 28	0 35
Backs—		
Skinned, rib in	0 45	0 47½
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 39	0 41½
Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 28
Do., aver. 70-100 lbs.	0 26	0 26½
Fat backs, 16-20, lb.	....	0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	53 00	55 00
Pickled rolls, bbl., 200 lbs., heavy	48 00	50 00
Do., Do., Do., lightweight	52 00	53 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Holding Firm

Toronto.

COOKED MEATS.—The market is firmly held and a fairly active demand is shown for all lines. Prices show no quotable change.

COOKED MEATS

Boiled hams, lb.	$0 48	$0 49
Hams, roast, without dressing, lb.	0 47	0 48
Shoulders, roast, without dressing, per lb.	0 45	0 47
Head Cheese, 6s, lb.	....	0 14
Meat Loaf with Macaroni and Cheese, lb.	....	0 24
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.	....	0 32
Veal and Tongue, lb.	....	0 25

Above prices subject to daily fluctuations of the market.

Lard Goes Up Another 1c

Toronto.

LARD.—Higher prices are again in evidence on lard this week. There is a very good export demand reported and local trade is much improved. Supplies are very good but none too plentiful in view of increased business offering.

Lard, tierces, 400 lbs., lb. $0 29 $0 30

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Firms Up Considerably

Toronto.

SHORTENING.—The market has firmed up considerably in sympathy with the situation in lard and some factors report higher prices ruling. Supplies are good and there seems to be no difficulty now in getting shipments of cotton seed oil through from the South. The following figures, tierce basis, per pound, are quoted to-day: Easifirst, 26¼c; Domestic, 26c; Peerless, 25½c; Cotasuet, 25½c. Other brands are covered in range herewith:

Shortening, tierces, 400 lbs., lb. $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Holds at Unchanged Figures

Toronto.

MARGARINE.—The situation is without any material change, there being a fair demand and prices holding at unchanged figures. Stocks are considered ample.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Goes Higher; Up 1c

Toronto.

BUTTER.—There is a much better feeling in regard to butter, and prices

have firmed up one cent per pound. This applies not only to creamery, but to the dairy butter as well. Indications are that fresh made creamery is none too plentiful and is in very good demand, and consequently prices have stiffened and the situation in storage butter is in sympathy with these firmer tendencies.

Butter—		
Creamery prints (storage)	$0 53	$0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 56	0 57
Creamery solids, fresh made)	0 55	0 56
Dairy pr'ts, fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	0 47

Eggs Show Further Reductions

Toronto.

EGGS.—The market is slightly easier again this week, but whether it will go very much lower is just a question at the present time. Supplies have been coming along freely, but mild weather with fairly heavy rains has tended to put the roads in rather bad condition and it may not be so easy for the farmer to market his eggs. Quotations shown below are really subject to suppy and demand and existing weather conditions.

Eggs—		
New-laids, in cartons, doz.	$0 44	$0 45
New-laids, doz.	0 42	0 43

Prices shown are subject to daily fluctuations of the market.

Cheese Makes Advance 1c lb.

Toronto.

CHEESE.—The market has firmed right up this week and prices have advanced a good full cent per pound. Indications are that stocks are being cleaned up fairly quickly and it will be some time yet before any new cheese is available in a sufficient quantity to affect the situation.

Cheese—		
New, large	$0 30	$0 31
Stilton (new)	0 31	0 32

Twins, ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Market in Poultry Well Maintained

Toronto.

POULTRY.—The market during the week shows very little change. There is very little live stuff coming to hand, and dealers report that the movement of frozen stock to the trade is fairly good. There has been some export business actually done, and efforts are being made to extend this. Just what success will attend the present efforts that are being made will not be known for a few days yet.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$....-$0 35	$....-$0 35
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do. young, lb.	0 32- 0 35	....- 0 43
Roosters, lb.	....- 0 22	....- 0 25
Fowl, 4 to 6 lbs., lb.	....- 0 30	....- 0 30
Fowl, over 6 lbs., lb.	....- 0 32	....- 0 32
Fowl, under 4 lbs., lb.	....- 0 25	....- 0 25
Chickens, under 5 lbs., lb.	....- 0 26	....- 0 28
Chickens, over 5 lbs., lb.	0 26- 0 27	....- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

		Dressed
Hens, light	$0 32	$0 34
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 35	0 40
Turkeys	0 46	0 48
Geese	0 25	0 28

Smoked Fish, Dry and Pickled Lines Easier

Toronto.

FISH.—Dealers show a tendency to clean up on their stocks of smoked fish and also on dry and pickled fish. Stocks of some lines are becoming fairly well cleaned up, and on other prices have been shaded to quite an extent. There have been some changes made in the price of fresh frozen fish also, and the full list appears below:

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10

FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 08½	0 09
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.	....	0 10
Do., heads on, lb.	0 09	0 10
Do., small, case, 200 lbs., lb.	....	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 12	0 13
Salmon, Cohoe, lb.	0 21	0 22
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	....	....
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	....	0 24
Tomcods, lb.	....	0 07

FROZEN LAKE FISH		
Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 06	0 07
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 09	0 10
Whitefish, lb.	0 09½	0 10

SMOKED FISH		
Bloaters, 40 Count, box	....	1 30
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	0 12	....
Digby Chicks, bdle.	1 85	1 90
Boneless Digbys, box	....	2 00
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.	0 11	0 14
Herring, Kippered, box	1 30	1 65

DRY AND PICKLED FISH		
Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	....	4 00
Herring, Labrador, bbl.	....	10 00
Do., Do., keg	....	6 00
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case	....	2 75
Quail on Toast, 24 1-lb. tablets, cs	....	3 60
Sea Trout, keg	....	12 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2½ gallons)	....	9 50
gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

WINNIPEG MARKETS

Hogs Higher; May Go Lower

Winnipeg.

PROVISIONS.—Owing to light receipts the local hog market has firmed up considerably and prices have reached the high level of 18¾c. With the uncertainty which is now prevailing in the United States hog market it is questionable what the local market will show in the next few weeks, though some packers think prices will be lower. There are only sufficient hogs on the local market to meet demands, and there are not sufficient to cause fluctuation in sympathy with the United States market, which has shown decided weakness in pork products within the past few days.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	....	....
Manitoba, large fresh	....	....

Eggs Strong; Butter, Poultry Moving

Winnipeg.

EGGS.—The local egg market is very strong and receipts are light owing to the continued cold weather. A few small shipments of eggs are coming from the South. Prices are steady at 47 to 52 cents.

BUTTER.—With the movement of carloads of creamery butter to the seaboard for export the creamery situation has greatly improved and there is hardly expected to be sufficient supplies left to provide for local requirements. Fresh receipts are coming in very small quantities as yet. Prices range from 48 to 50 cents per pound.

POULTRY.—Receipts of fresh stock are very light. There is a better feeling regarding storage stocks with a much better movement out of storage. This situation prevails both in Canada and the United States.

Good Movement Fish Reported

Winnipeg.

FISH.—The demand for fish has been good throughout the Lenten season. Supplies of all kinds of fish are plentiful. There is no change in prices and dealers hold out little prospect of any change, at least until the fresh fish comes in.

LAKE FISH		
Whitefish (cleaned), lb.	....	0 13½
Whitefish (frozen), lb.	....	0 12½
Pickerel, lb.	....	0 13
Pickerel Fillet, lb.	....	0 35
Frozen Trout, lb.	....	0 18
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Frozen Goldeye, lb.	....	0 07½
Speckled Trout, lb.	....	0 35

SEAFISH		
Frozen Halibut, lb.	....	0 22
Fresh Halibut, lb.	....	0 23
Frozen Salmon, lb.	....	0 23
Frozen Mackerel, lb.	....	0 18
Red Carp, lb.	....	0 09½
Sable Fish, lb.	....	0 12
Haddock, lb.	....	0 10
Soles, lb. (50-100)	....	0 08
Soles (less)	....	0 08½
Plaice, lb.	....	0 08
Skate, lb.	....	0 08
Smelt, lb.	....	0 18
White Salmon, lb.	....	0 16

SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.	....	0 16
Finnan Haddie (15-lb. boxes, lb.	....	0 16½
Smoked Goldeye, lb.	....	0 17
Smoked Codfish, lb.	....	0 20
Smoked Fillet (15-)lb. boxes), lb.	....	0 22
Bloaters (25-lb. boxes), case	....	2 85
Kippers, Western, fancy	....	2 30

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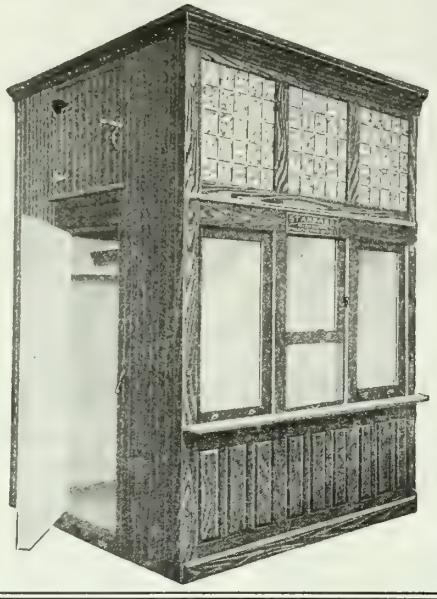

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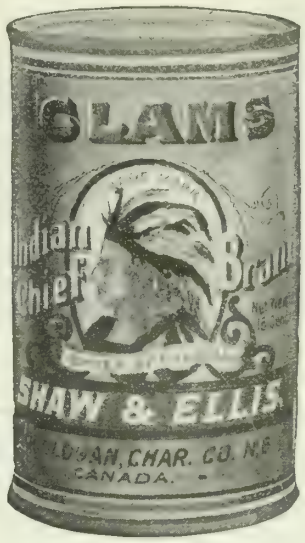

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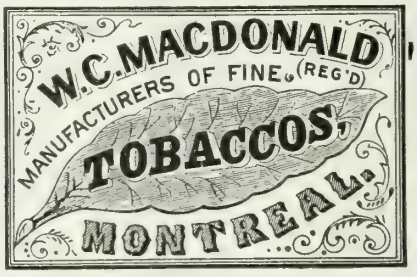

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"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)

Trade Mark Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, P. Q.

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC VICTORIA, B.C.

Made-in-Canada By An All-Canadian Condensed Milk Company.

Count on these three for profit and customer satisfaction

Malcolm Milk Products are so delicious and so wholesome that you can safely recommend them to even the most critical.

Their goodness is not surpassed by the most widely advertised imported lines, and Malcolm's are strictly Canadian-made.

We'll send you a 5-case lot or more and prepay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

KING GEORGE'S NAVY

CHEWING TOBACCO

Will get you the tobacco trade

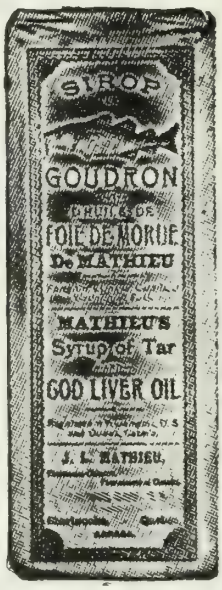
There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King George's Navy, of course?

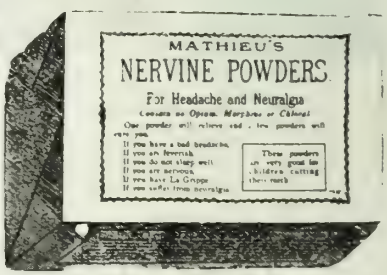
Rock City Tobacco Co., Ltd.

REPRODUCTION of SPECIALITIES
MANUFACTURED BY
HENRY THORNE & Co. LTD
LEEDS ENGLAND.
ESTABLISHED OVER 80 YEARS.

Good Live Sellers



Because both "Nervine Powders" and "Syrup of Tar" are thoroughly dependable, always giving results in keeping with their quality reputation. If you're not now selling these two favorites, write for trial supply.



J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE, QUEBEC

"Guaranteed Against Decline"

ON the copy of an order for Egg-O Baking Powder received last week from a prominent wholesale grocer in Toronto was written at the demand of the buyer — "These prices guaranteed against decline."

To this condition we could readily consent because there is no possibility of an early drop in the price of Egg-O Baking Powder.

Having maintained our present prices so long in face of the rising costs has greatly increased our sales—in fact to such an extent that our present stocks may be exhausted before a reduction takes place in the costs of raw materials.

We do not want to increase our prices, but should our stocks become exhausted before the prices of our raw materials are reduced we will be compelled to do so.

In the meantime and probably until the end of this year we can guarantee our prices against decline.

BUY W-S-S WAR-SAVINGS STAMPS

The Egg-O Baking Powder Co., Ltd.

Hamilton - Ontario

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

The House of Quality Fruits

THE FIRM FOR SERVICE

ESTABLISHED 1861

Guelph, where our distributing centre is located, is ideally situated as a point of quick, satisfactory deliveries.

We guarantee our patrons this service and have always on hand an ample stock of

Imported and Domestic Fruits

from which we can fill your orders on short notice.

You can always rest assured that the quality of our goods is everything you would wish for —everything your customers would wish for, too—the kind that will bring them back to you for further supplies.

Ask us to quote you on the quantity you require.

OUR SERVICE SATISFIES

HUGH WALKER & SON

GUELPH, ONTARIO

"The Mysterious German Onions"

On nights when the German air raiders were out, they sent up strange, luminous balls behind their lines and anchored them above the clouds—globes of fire which could be seen for forty miles or more. What these "onions" were, or how they were kept in stationary position above the clouds, is still a profound mystery. The Allies never learned anything about them, but the Allied night bombing crews steered their course to the Rhineland by the luminous buoys thus provided.

What is known about the onions is told by Lieut. J. Vernon McKenzie in the course of an article, "Raiding the Rhineland," in MARCH MACLEAN'S. It is an intensely interesting article, telling all about the great reprisal campaign which implanted the fear of war in the German civilian heart.

"NO HOPE FOR THE WETS"

"Already the temperance forces are lined up to stop any possible break in the prohibition dam," writes J. K. Munro, in discussing what is going to happen at the coming session at Ottawa. He predicts that Union Government will hold together, but that the habit it has contracted of promising everything asked is going to make a lively session. He expects:

Dry legislation at the earliest possible moment.
The moral reform forces in control.
No change in the Divorce Law.
Tariff concessions made to the West.

The March number, in fact, is full of live, up-to-the-minute features.
The famous Canadian Ace, Lieut.-Colonel W. A. Bishop is on the cover.

Some of the outstanding articles and stories are:

The Transformation (a new serial)—By Frederic S. Isham.
A Canadian King-maker (the story of Lord Beaverbrook in Britain)—By Maurice Woods.
Fitting in the Returned Soldier—By George Pearson.
The Three Sapphires—By W. A. Fraser.
The Strange Adventure of the Nile Green Roadster—By Arthur Stringer.
Fakers—and Others—By E. Ward Smith.
Lend Me Your Title—By Onoto Watanna.
A Shady Deal—By Archie P. McKishnie.
The City of Lost Laughter—By Mary Josephine Benson.

The Voice of Canada Interpreted

A new department starts in this number given over to summarizing and presenting opinion in Canada on outstanding topics, as reflected in the press. In this issue the department is given over to a careful compilation of opinion on the problems of the returned soldier.

Events of the World in the Remaking

Germany Ready for Trade War
Three-Year Marriages in France
No Solution in Ireland Possible?
Controlling Booze in Britain
Is Czar Still Alive?
Did Dr. Diesel Die?
The Secret British Ferry
The Poison That Didn't
The Problem
The German Spy in Holland
The Mysterious Sinn Fein Leader
Why Harrison Fought Lloyd George
Hun Spies Outwitted
Will Trotzky Hire Huns?
The Achievements of Allenby

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MARCH ISSUE *Now On Sale At All News Dealers*

20c PER COPY. $2.00 PER YEAR.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or $2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

Safety

Sanitation

Simplicity

The Essence of Successful Preserving
Fruit Jars with those Essentials Guaranteed

CROWN

Screw Top

Easy to Operate

The Rubber Ring Seals the Jar

EPRFECT SEAL

Lightning Fastener

Reliable

Extra Quality Rubber Ring in Each Jar

GEM

Screw Top

Lessen labor—Buy good jars—Ensure Success—Procure your supplies NOW through the jobbers.

Dominion Glass Company, Limited, Toronto, Hamilton, Montreal, Wallaceburg, Redcliff

It's a friend of your customer and a friend of yours

The packing, the neat attractive make-up, the quick sales, make **WONDERFUL SOAP** a friend that every grocer should get acquainted with.

Its moderate price, its high-grade quality, the results it produces, have made **WONDERFUL SOAP** a friend of the housewife.

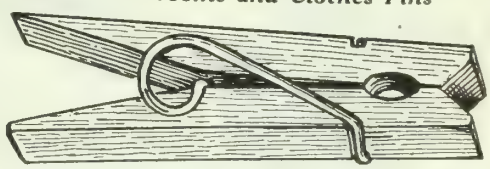
Be sure you're well stocked.

Guelph Soap Co.

Guelph, Ontario

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

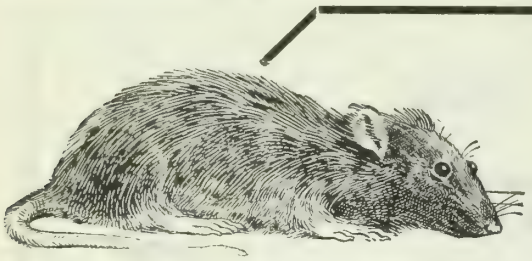
AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

Ask Your Jobber for

"STAR" BRAND COTTON WRAPPING TWINE

Agents:

WM. B. STEWART & SONS
EMPIRE BLDG. - TORONTO



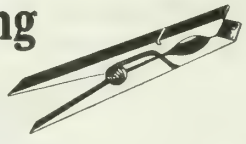
RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about $500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, $1.80 per doz., $1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz glass. 2 doz. case.	Per doz
Blackberry	$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

CATSUPS—In Glass Bottles

	Per doz
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts.. Red Seal	2 80

PORK AND BEANS

"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED. MONTREAL.

Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn—½s, $2.90; 1s. $4.90; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s. $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s. $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves—½s. $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.40; 2s, $9.40.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton—$7.25; 2s, $14.50; square cans, $48.00.
Boiled Mutton—1s $7.25; 2s, $14.50; $29.90; 6s, $45.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
Stewed Ox Tail—1s, $2.40; 2s, $4.40.
Stewed Kidney—1s, $4.40; 2s, $8.40.
Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat—1s, $3.90; 2s, $7.80.
Corn Beef Hash—½s, $1.90; 1s. $3.90; 2s, $5.90.
Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $9.90; 6s, $30.00.
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.40; 2s. $8.40.
Boneless Chicken— ½s, $5.90; 1s. $9.00.
Boneless Turkey — ½s, $5.90; 1s. $9.00.
Ox Tongue—½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45.
Lunch Tongue—½s, $3.90; 1s, $6.90;
Beef Suet—1s, $6.40; 2s, $12.40.
Mince Meat (Tins)—1s, $2.90; 2s. $4.00; 5s, $12.90.
Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10; 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s. $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s, talls, $3.35; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind., 85c; 1s, $1.15; 1½s, $1.65; 2s. $1.95; 3s (talls), $2.95; 6s, $10; 12s, $18.

What Dreams are Made of

There may be horrid dreams following big "helps" of mince pie or plum pudding, but only lovely ones come after a dinner where Jell-O is the dessert.

This isn't "foolishness," but good sound sense, for

JELL-O

is as wholesome as it is good to eat and beautiful. There are six flavors of Jell-O—all pure fruit flavors.

Beautiful ten-color window display material of high quality will be sent to you, free of all expense to you, of course, if you can use it to advantage, and we believe you can.

The Genesee Pure Food Company of Canada, Limited
Bridgeburg, Ont.
Made in Canada

Our
Want Column
Will Help You

A Fine
Warm Weather
Line ---

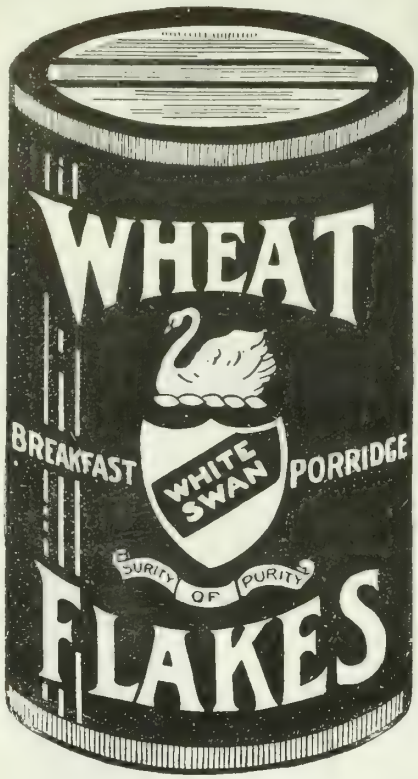
Rose's Lime Juice

There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counter during the Summer weeks will get you a good portion of the strong warm weather demand for a delicious, cooling, temperance drink.

TRY ROSE'S.

Holbrooks, Ltd.
Dominion Representatives
Toronto and Vancouver

White Swan Wheat Flakes



are back again and going stronger than ever.

Dealers who appreciate the importance of featuring real customer-pleasing goods should make room in their displays for these perfect, thin appetizing Wheat Flakes.

Only the very finest wheats are used in the making of this White Swan Product. It is quality through and through—a certain "repeater."

Prove it by a trial order.

White Swan Spices & Cereals
LIMITED
TORONTO CANADA

Chili Sauce (red and gold label)—Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables, 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s $2.45.
Pate De Foie—¼s, 75c; ½s, $1.40
Plum Pudding—½s, $2.40; 1s, $3.90.
Potted Beef Ham—¼s, 75c; ½s. $1.40.
Beef—¼s, 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1.40
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s. $1.40
Potted Meats (Assorted) ¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s $1.40. Veal—¼s, 75c; ½s $
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40:
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass) — ½s. $8.90.
Tomato Ketchup—8s, $2.20: 12s $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s, $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter—¼s, $1.40; ½s, $1.90; 1s, $2.30; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb	5 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	....
	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches— Boxes	Cents
40 lbs. Canada Laundry	.09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	.09¾
200-lb. bbls., No. 1 white	.09¾
30 lbs., Edwarsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¾
100 lbs., kegs, Silver Gloss, large crystals	.10¾
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure or Challenge Corn	.09½
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.20

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 38½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.80

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

	Doz.
Robinson's Patent Barley—1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	$1.10
Card Outfits, Black and Tan	4.10
Metal Outfits, Black and Tan	4.80
Creams, Black and Tan	1.20
White Cleaner	1.20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

When you say "Gold Dust," does anyone ever ask, What is it?

MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

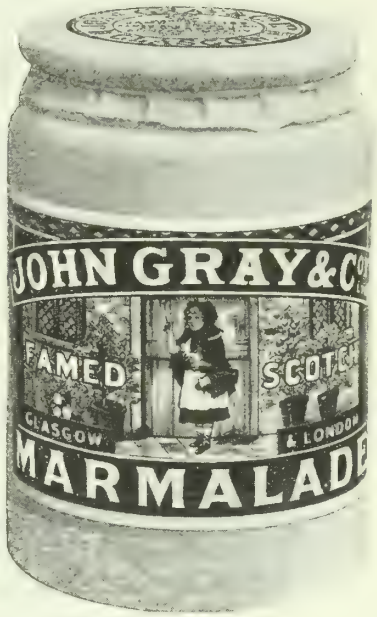
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

NO WONDER
Chicken Haddies

LILY BRAND (REGISTERED)

HAVE WON Instant Favor

They combine delightful flavor with nourishing food value.

AND THEY GIVE YOU A WELL WORTH-WHILE PROFIT

Order a sample case to-day from your wholesaler and see how readily they will sell.

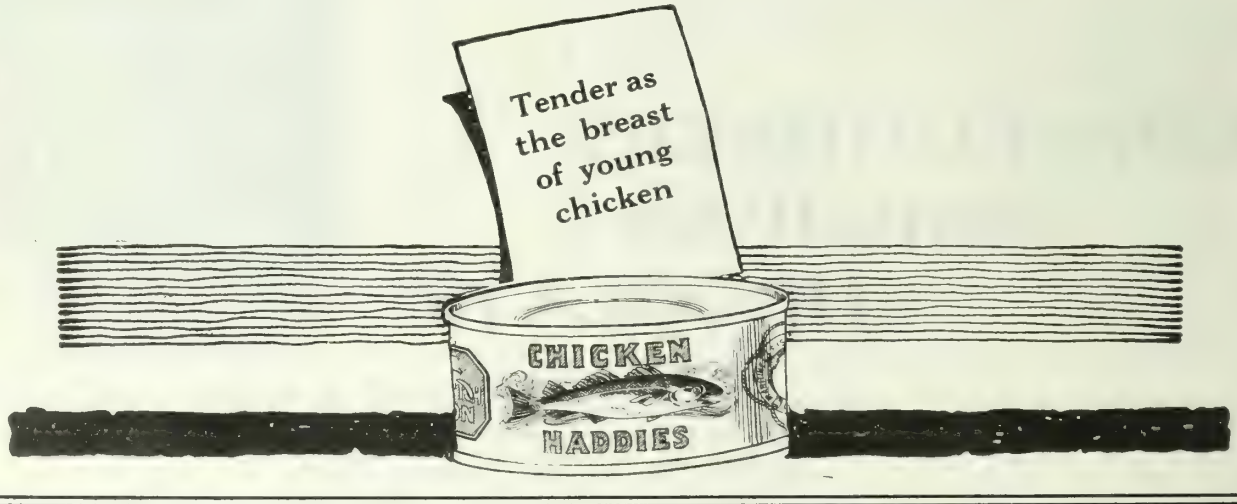
Packed at Canso, N.S., by the

MARITIME FISH CORPORATION
LIMITED

Head Office and Sales Dept.
Montreal

Plants at Canso, N.S.
and Digby, N.S.

Packers of the celebrated Maple Leaf Canned Codfish Flakes



Prunes

Our former predictions about Prunes are rapidly coming true. The market here is reaching out to the basis of the American price, although for months back we have been two to three cents below them, but with the extensive export from Canada lately to New York for Europe this fruit is now beginning to show up scarce and if you are in need for Spring and early Summer, buy now while the prices are lower than will be the case later on.

We quote :

Oregon	-	40/50	25s	19½
Santa Clara	-	50/60	50s	17½
Santa Clara	-	60/70	50s	16
Santa Clara	-	70/80	50s	15
Santa Clara	-	90/100	50s	12½

25 lb. Boxes 1-4 higher

Send us an order

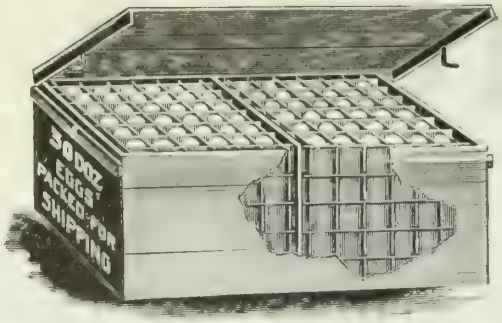
H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

THE MILLER BROS. CO., LIMITED



Manufacturers of

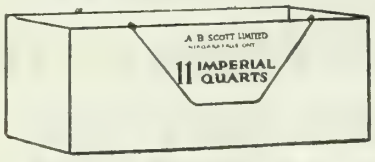
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

BUY

BUTTER BOXES, EGG CRATES
and
BASKETS

Your customers will buy them if you take the trouble to introduce them.



3-qt., $4.50; 6-qt., $6.50; 11-qt., $8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario

Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Year Good Service at effective, trade pulling window items.

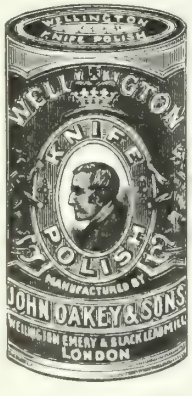
The Fixtures you see above are only a very few of the designs that can be set up with the 89 in set, besides hundreds of stand and fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest at a good price to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, $38.50
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, $23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17½

BLUE

Keen's Oxford, per lb.	$0 22
In cases 12—12 lb. boxes to case	0 21½

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 95

SWEET CHOCOLATE— Per lb

Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

5c. LINES

	Toronto Prices Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in boxe, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 5c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans.	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 46 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

FLORIDA

Ripe Tomatoes
Celery
Grape Fruit
New Cabbage

Fresh Cars of the above arriving daily.

Wire or Phone Orders for Prompt Shipment.

WHITE & CO., LIMITED
TORONTO

Phone Main 6423.

FISH

Be ready for the increased demand during Lent. We offer:

Fresh Frozen Halibut
Red Springs Cohoe and Qualla Salmon
Steak and Medium Cod
Haddock and Pollock
Lake Superior and Sea Herrings
Labrador Salt Herrings
Finnan Haddie

Get our prices. We can save you money.

DUNCAN'S LIMITED
NORTH BAY, ONT.

Branches: Sudbury, Cobalt and Timmins

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

When buying insist on this brand

Canada Food Board License No. 14-128

Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans FOOD PRODUCTS Watford

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication — can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue

TORONTO

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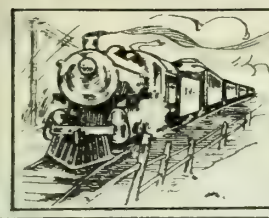
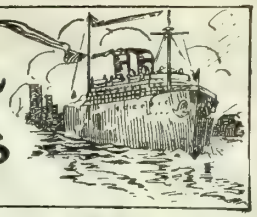
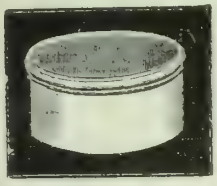


BUYERS' MARKET GUIDE
Latest Editorial Market News



Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE

Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

SALT
All Grades.—Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

All these ads will have position on a live page each week containing reading matter.

CEREALS FIRMER

A somewhat firmer feeling is shown in cereals again this week, corn products particularly being affected. Cornmeal is up as much as 50c and higher prices are being quoted on corn flour. Oats are stronger in the grain markets, but the heavy stocks of rolled oats available has tended to keep prices on this line from reacting so quickly. However, there is not the tendency to cut prices to the same extent as before.

* * *

Hogs May Decline

The action of the United States Food Administration in asking that a maximum price of $18.00 be named on hogs will have a tendency to stabilize the markets and will probably result in prices here being brought down from the height they reached in last week's meteoric flight. A decline of 50c to 75c per cwt. is hoped for by the end of the week at the latest.

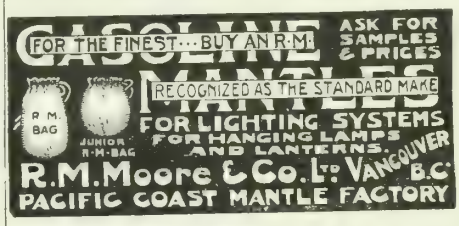
COCOANUT
For immediate or future deliveries.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"



Ship us your
BUTTER, EGGS, POULTRY Etc.
We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal
Phones :
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED — SIX-FOOT OVAL FRONT SHOW case in good condition. Israel Brubacher, Elmira, Ont.

WANTED — GROCERY BUSINESS, ANNUAL turnover not less than $25,000. Full particulars. Apply Box 508, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—A GOOD MAN TO MANUFACTURE Jam, Catsup and Jellies in a factory of the Province of Quebec. State age, salary expected and give references. Box 604, Canadian Grocer, Toronto.

MANAGER WANTED BY THE SUDBURY INdustrial Co-operative Society, Limited, to take charge of its store recently opened. Has 224 members, approximately representing that number of families, to commence. Must have had grocery experience, accustomed to buying, and be a resourceful, efficient and economical business organizer and administrator. One with co-operative training preferred, but not essential. Splendid opportunity for capable man in growing movement. Write, in first instance, stating salary to commence and giving full information as to qualifications. The Co-Operative Union of Canada, Brantford, Ontario.

FOR SALE

MEAT BUSINESS, ANNUAL TURNOVER $13,000. Clear title. $1,000 will handle it. No opposition. Good town and country trade. Good reason for selling. Apply Box 402, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

FOR SALE — GENERAL STORE IN SIMCOE County. Stock about $6,000; close to railway station; nice village. Box 600, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE—ONE LARGE COFFEE GRINDER (Lane Bros.) One cheese cutter (Dayton), can be set to cut exact weight. One row of shelves, 36 Ilex tilting bins, twelve drawers. Two counters, 14 ft. and 12 ft., with marble top. Box 107, Burlington, Ont.

WHITE COTTON
SUGAR LINERS
E·PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver-iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

SUPPLIES, LIMITED, KENTVILLE, N.S., Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

TWO LIVE SALESMEN—EXCELLENT CONnection in Nova Scotia East and Cape Breton are desirous of handling good grocery and confectionery lines on commission. We are producers. Correspondence solicited. Address Box 591, Sydney, N.S.

A Snap
In Fish

Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

"SIMPLY DELICIOUS!"

Plain and with Tomato Sauce

That's the usual comment on Davies' Pork and Beans

It's no wonder the consumer likes this delicious healthful food product. The care exercised in hand sorting these fine choice quality beans and the pains taken to see that they are cooked exactly right, the selected piece of pork placed in every can—these are reasons why Davies Pork and Beans are creating such a demand.

Sold in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz. respectively)—labelled attractively so as to tempt the housewife to ask for them.

Our travelling salesman can take your order—or send it direct if you prefer.

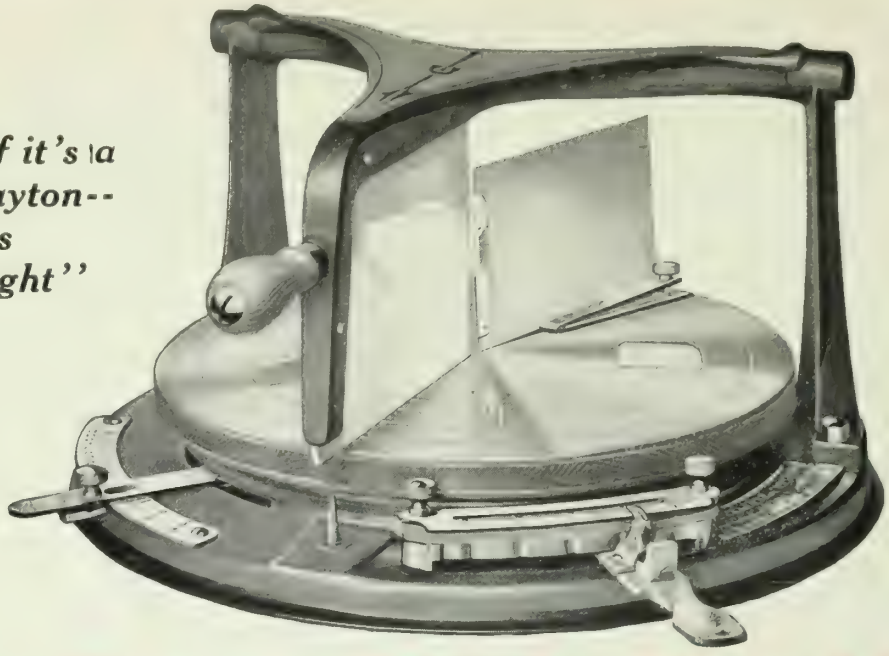
THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

BRANCHES AT MONTREAL AND HAMILTON

Canada Food Board Packer's License No. 13-50

"If it's a Dayton-- It's Right"



Your Cheese Trade Should be a Profitable Trade---IS IT?

Too much cheese is given away in down weights. Too much cheese goes to waste through drying out and crumbling. This costs the grocer his profit. There is a way to cut and market cheese that appeals to Grocer and Customer alike—it's through the

DAYTON CHEESE CUTTER

It cuts exactly to weight or to money value—both operations are done by one stroke of the shifting lever and the cutting knife. Absolute precision. No guesswork. The cut side is guarded against evaporation. Changeable computing price chart. The least experienced clerk gets the same results as the veteran. It's a great cutter.

Let us send you our latest catalogue

DAYTON COMPUTING SCALES

Royce & Campbell Avenues, Toronto

FRANK E. MUTTON,
Vice-Pres. and Gen'l Mgr.

Division International Business Machines Co., Limited, also Makers of International Time Recorders and Hollerith Electric Tabulator.

MANUFACTURERS' A GENTS AND BROKERS NUMBER

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII PUBLICATION OFFICE: TORONTO, MARCH 28, 1919 No. 13

Welch's

"THE NATIONAL DRINK"

and

Welch's GRAPELADE

A grape drink—and a grape jam. Two Welch Quality Products of highest food value and sales value.

The fiftieth anniversary of Welch's, "The National Drink," is convincing evidence of its stability.

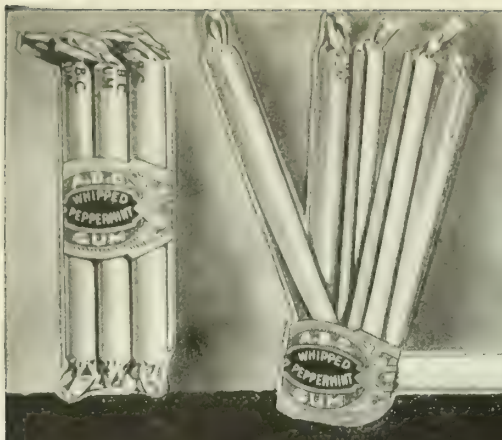
In two years Grapelade has proved a real side-seller with Welch's "The National Drink." Grapelade is delicious. No other food product approaches it in grape goodness. It is satisfying and it is selling.

The increasing popularity of this product forecasts a future of profit to equal that of Welch's "The National Drink."

CANADA FOOD BOARD LICENSES:

Canners—No. 14-272
Bottlers—No, 15-164

The Welch Co., Limited, St. Catharines, Ontario



QUALITY & STYLE

CANADA'S QUALITY GUM
In the DISTINCTIVE CYLINDER SHAPE

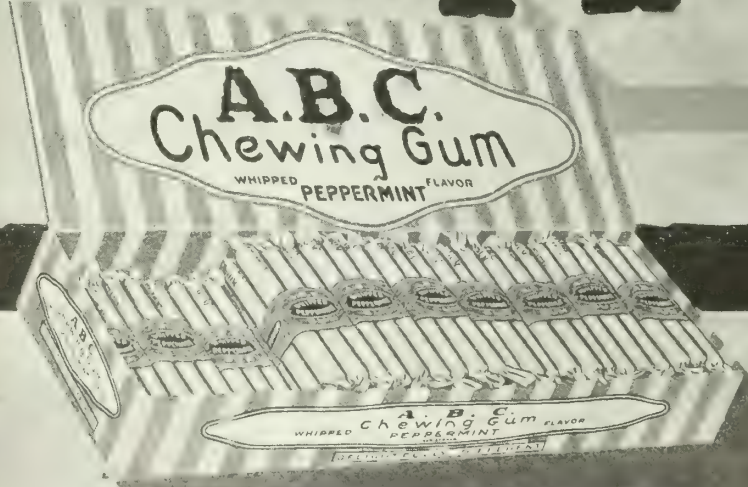
Buy It by Its Shape—

It will Sell on its Novelty and Repeat on its Quality!

The Novel A. B. C. counter box makes a striking display to gain first attention, the distinctive shape of A.B.C. impresses the customer's memory. But, chief of all, in assuring repeat sales, is Quality. A. B. C. is the smoothest gum made, because it is strained, then steel-rolled — and its flavor, appearance and delicate perfume invite discriminating trade.

America's Best Chew

A·B·C Chewing Gum



Made in Canada by the
Canadian Chicle Co. Limited
Peterboro, Ont.

Sales Agents
Harold F. Ritchie & Co. Limited
10 McCaul St. Toronto

Published every Friday. Yearly subscription price, $3.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter, July 5, 1912, at the Post Office at Buffalo, under the Act of March 3rd, 1879

What does Borden Popularity mean to YOU?

To wide-awake grocers everywhere it means steady year round sales of these six quality Milk Products.

These grocers are keenly alive to the business wisdom of always displaying and pushing lines of established quality.

And they know that their selling efforts where Borden Milk Products are concerned are backed by persistent publicity which lessens the selling effort.

Get your share of this business. Get well stocked with Borden's (your wholesaler can fill your order) and keep your stocks well displayed.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

400 WAYS

In our recent peanut butter recipe contest four hundred recipes were submitted to us, thus demonstrating the wide field of usefulness for Bowes' Peanut Butter.

Surely this indicates that there is an extensive market for this well-known brand, and, if you are not handling it, you are certainly ignoring a sure and steady source of revenue.

YOUR JOBBER CAN SUPPLY YOU

GOLDEN SHEAF

Macaroni, Spaghetti, Vermicelli, Etc.

Manufactured in Canada by Experts, with the most up-to-date machinery.

NOW READY FOR SALE

Made from the highest grade of Semolina Hard Wheat and pure Spring Water.
We want Representatives in every Province.

Write or Wire for Information

The Golden Sheaf Co., Limited

620-622 Rue Visitation, MONTREAL

CLARK'S PORK and BEANS

with Tomato, Chili or Plain Sauce.

Sizes Individual, 1, 1½, 2, 3.

We would like to emphasize the fact, Mr. Grocer, that you can always tell your customer that Clark's Pork and Beans are absolutely

THE BEST

The Beans are carefully selected, the Pork is the highest grade, the sauces are delicious, and our long years of experience enable us to prepare them in a manner which preserves the full nourishing power of the ingredients, and to give our patrons a "Pork and Beans" than which there is none better or more appetizing.

YOUR CUSTOMERS WANT CLARK'S.

W. Clark, Limited Clark's **MONTREAL**

Canada Food Board License No. 14-216

He's a Worker!

Does He Work for You?

He does, every day, Winter and Summer, without salary, if you have

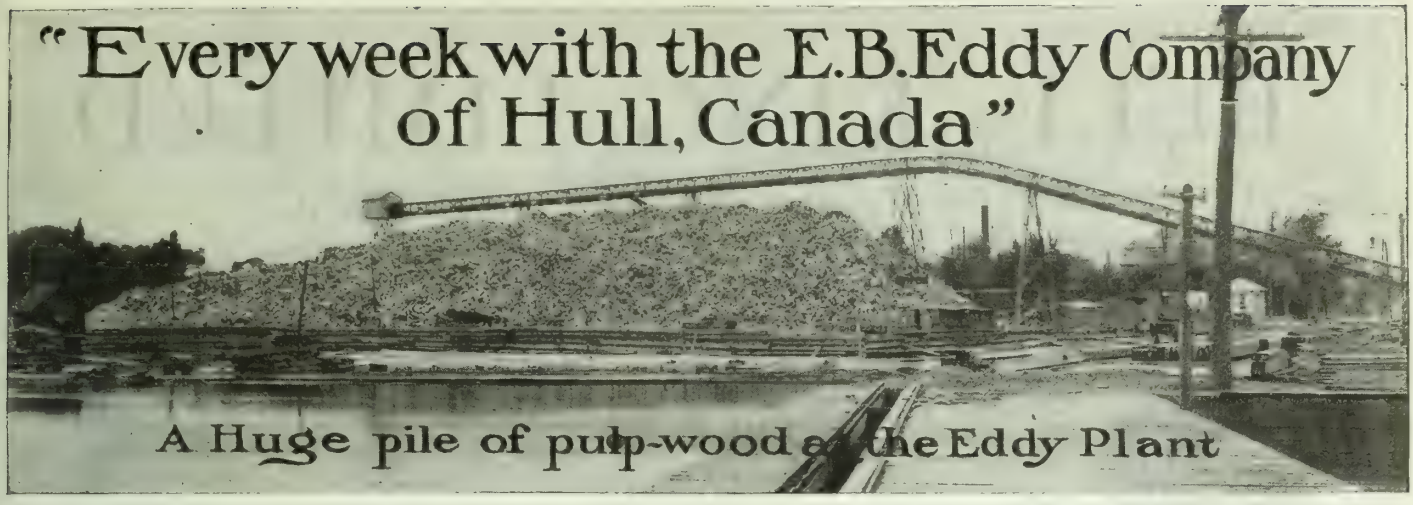
"NUGGET" Shoe Polish

in your store. He's the "Nugget" Boy who's seen on billboards from Coast to Coast. Folks like him at first sight, just as they like "Nugget" on first trial—and ever after.

Stock "Nugget" in Black, Tan, Toney Red and Dark Brown. They're all good sellers and all good polishes. One price to all retailers — a good profit for everybody.

The NUGGET POLISH COMPANY LIMITED
TORONTO

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated March 28, 1919 **Being No. 27 in the Series**

THE HOME OF THE E. B. EDDY CO.'S GIANT SULPHITE PULP DIGESTER

Every visitor to Ottawa and Hull knows the appearance of this great square stone tower which, like a massive castle keep, looks out over the Ottawa River and watches the long tows of logs arrive for the Eddy Plant. Inside this tall tower there is placed in an upright position the Eddy Company's giant sulphite pulp digester. The big digester is made of steel plate one inch thick, and the whole great boiler is forty-seven feet tall and fifteen feet in diameter. The same process of "cooking" the chips is carried on in this digester as takes place in the smaller ones you read of last week, but this digester is "blown off" instead of shovelled out when the cooking is complete. The tower in the picture is 112 feet high, and its walls at the base are four feet thick. It is a veritable Castle of Industry.

Some Eddy Matches You Know

Eddy's Silent 5 Match
Eddy's Golden Tip Match
Eddy's Buffalo Match
Eddy's Home Match
Eddy's Domestic Match
Eddy's Red Bird Match
Eddy's Sesqui Match
Eddy's Safety Match
Eddy's Comet Safety Match
Eddy's Little Comet Match
Eddy's Safe-light Match
Eddy's Telegraph Match
Eddy's Safeguard Match
The Eddystone Safety Match
Eddy's Capital Safety Match
Eddy's Gas Lighter Match
Eddy's Silent 200 Match
Eddy's Eagle Parlor Match
Eddy's Royal George Match
Eddy's Tiger Match
Eddy's Silent Pony Match
Eddy's Everready Match
Eddy's Flaming Wax Vestas
Eddy's No. 1 Wax Vestas
Eddy's No. 2 Wax Vestas
Eddy's No. 5 Wax Vestas
Eddy's No. 9 Wax Vestas
Eddy's No. 13 Silent Wax Vestas

BELL, KING LIMITED

187-191 McGILL ST. - MONTREAL

Bananas Always on Hand at Market Prices

ORANGES
APPLES
TOMATOES
LEMONS
CABBAGE
CELERY
TANGERINES

GET OUR PRICE AND YOU WILL SURELY BE A CUSTOMER.

HEAVY TEA STOCKS carried in Canada by importers during the war period due to uncertain conditions, are being rapidly depleted.

IMPORTS for last nine months are over 28,000,000 *pounds less* than same period previous year.

IMPORT quotations are several cents higher than local selling prices. The present market offers a favorable basis for purchases by the merchant who studies conditions.

Ask for our quotations and samples before closing your Tea or Coffee purchases.

KEARNEY BROS., LIMITED

Tea and Coffee Importers

(Established 45 Years)

33 St. Peter St. - - Montreal

"Back to Normal"

A Life Size Package of

Mellow, Peppermint Flavor
"Solid" Mint Tablet
"Good after eating."

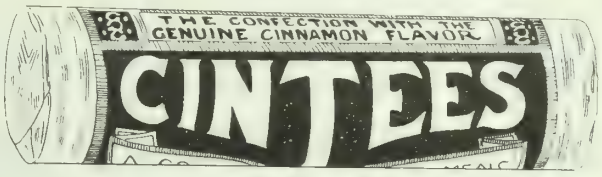
Raw material supplies for manufacturing these delightful confections are now available.

Dealers who were unable to get regular supplies during the sugar shortage can now be supplied promptly by their jobber.

Each roll or package wrapped in foil, 20-5c. Rolls packed in a wax paper sealed box will keep indefinitely.

The Old Favorite Wintergreen Flavor
"The young folks and the old folks like them —they all like them."

This handy 5c. pocket package is very popular.



Natural Cinnamon Flavor.
A delicate, "spicy" flavor preferred by many.

There is a good margin of profit for the Dealer. Order a supply from your Jobber—*Now.*

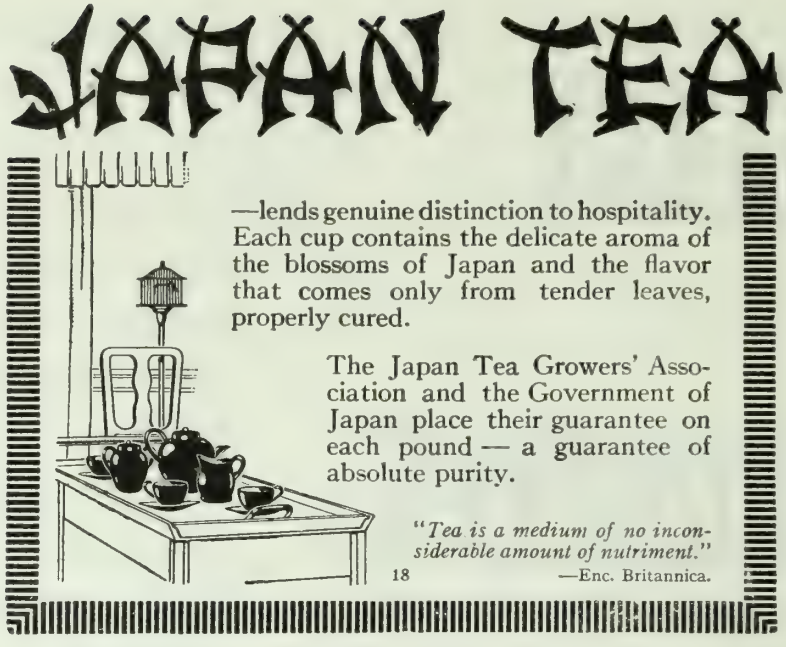
Real Clove Flavor.
"A favorite of the smoker."

Attractive Hangers and Cut-Outs Sent on Request.

Manufactured by

O-Pee-Chee Gum Co. Limited.
LONDON, CANADA.

Canada Food Board Confectioners License No. 11-415

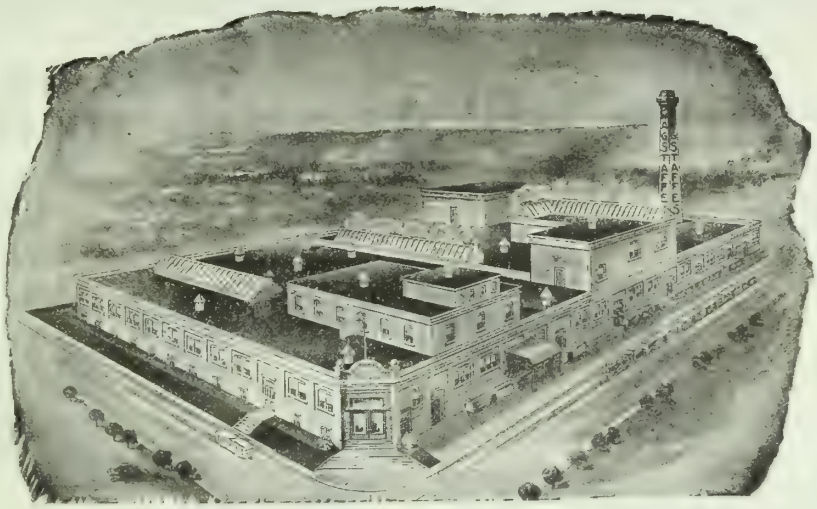

JAPAN TEA
—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.
The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.
"Tea is a medium of no inconsiderable amount of nutriment."
18
—Enc. Britannica.

Ads like this in the big Dailies
Keep the Grocer's Stock of Japan Tea Moving

The amount of profit to be secured through handling any particular product is regulated by the strength of the consumer demand.

Systematic consumer advertising, backed up by its own incomparable goodness, has created a demand for Japan Tea, that you will find it profitable to cater to. Other dealers are reaping better profits from this trade. So can you.

Prepared in Copper Kettles Boiled in Silver Pans



Packed in Gold Lined Pails and Glass

THE MOST MODERN AND UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that give such a piquant zest to a Real Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

Canadian and American Goods

Wanted for the

British Market

PRODUCERS and exporters of American Food Products will find it to their interest to correspond with us. We wish to open accounts for lines of goods selling through the Grocery Trade. American producers and exporters visiting England should call on us in London or Liverpool.

Cable Address, "Grecian, London."
Reference: London County Westminster and Parr's Bank.

E. W. GARNHAM LTD.

LONDON
9
Mincing Lane

LIVERPOOL
13 & 15 Union Court
Castle Street

"Riteshape"

THE DISH THAT CARRIES DISTINCTION

The food container is vitally important.

All food economy and conservation measures are affected by the container used.

There are some containers so wasteful and inefficient that to use them is equivalent to throwing good food into the street or garbage can.

There are other containers that approach economy and efficiency.

There is one container that meets the proposition squarely and completely.

That is the Riteshape dish for bulk foods.

There are all sizes of Riteshapes. You can select a dish neither too large nor too small.

The Riteshape protects and saves the food it carries.

The Riteshape serves the housewife in many ways after it reaches the home.

The Riteshape should be part of every retailer's equipment.

Ask Your Jobber, or

The Oval Wood Dish Co., Inc.
Manufacturers
TUPPER LAKE, N.Y.

Victoria Paper & Twine Co.
Distributors
TORONTO, MONTREAL, HALIFAX

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE DISTRIBUTING FORWARDING

D. J. MacLeod & Co.

Manufacturers' Agents and Grocery Brokers

EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Wholesale Grocery Brokers, Commission Merchants

410 Chamber of Commerce, Winnipeg

Personal attention given to all business entrusted to us.

Correspondence Solicited. Established here 1900.

GEORGE ADAM & CO.

The McLay Brokerage Co.

Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account

Winnipeg

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION IN ANY PART OF CANADA?

Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG CANADA

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

Williams Storage Company, Winnipeg

also Winnipeg Warehousing Company

LARGEST STORAGE, DISTRIBUTING AND FORWARDING HOUSE IN WESTERN CANADA

Track Facilities Steam Heating Total Storage Space 96,000 square ft. Bonded or Free Storage

SAY YOU SAW IT IN CANADIAN GROCER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

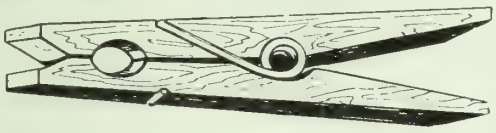
MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
Foy Bldg., 32 Front Street
TORONTO - - ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line.** And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.

VOL-PEEK

A Fast Seller with Big Profits

15 cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.
(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA

COSTS ONLY ½c FOR EACH MEND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.
Brokers and Commission Agents
30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg.
Montreal, P.Q.
Grocery and Chemical Brokers
Commission Agents

Paul F. Gauvreau
Wholesale Broker, Flour, Feed, Provisions
84 Peter Street, Quebec
I am buyer of Peas, Beans and all kinds of Feeds and Grains.

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
ROOM 122 BOARD OF TRADE BUILDING - Montreal

MARITIME PROVINCES

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Schofield & Beer, St. John, N.B.
Manfacturers Agents
Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.
MANUFACTURERS AGENTS AND GROCERY BROKERS
47-49 Upper Water St., Halifax, N.S.

ATLANTIC MILLING CO., Limited
PICTOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.
Mdse. Brokers, Man'f's Agents
Liberal Advances Made on Consignments
18 Germain St., St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising — a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
105 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

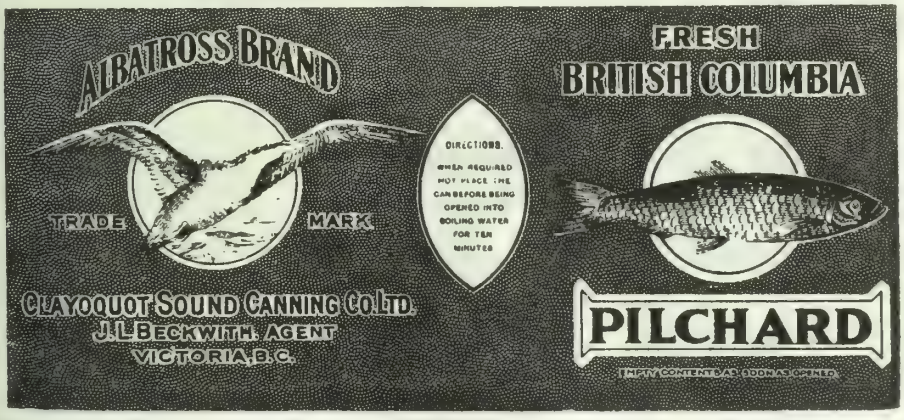
The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C

M. DESBRISAY & CO.
Salmon Canners and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



Your Customers Will Like
ALBATROSS
BRAND
PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find **Albatross Brand Pilchards** a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's
FISH PASTE
in 4 oz.
GLASS JARS
BLOATER
ANCHOVY
SARDINE
SALMON
Packed by— WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

"PRIMROSE" PILCHARDS

Strictly Prime Quality

Ocean Caught

Packed Only By Hand

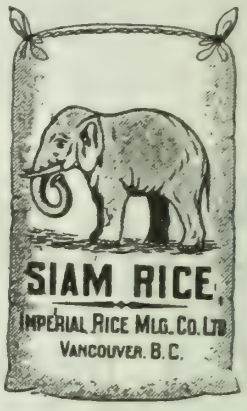
Rich in flavor and high in food value

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port Renfrew, B.C.
Sales Agents: Balfour, Guthrie & Co. Vancouver, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

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Wantmore PEANUT BUTTER

The Finest Spread for Bread

A delicious line. Made from selected hand-picked, blanched peanuts.
Healthful, nutritious and palatable.
Physicians recommend it for children.
When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.
Its goodness will keep it repeating and you make a good profit on every sale.
Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.
Manufacturers
CALGARY SASKATOON REGINA

License No. 15-241

WHAT IS A PILCHARD?

Packed in 1 lb. Talls and 1-2 lb. Flats Sold by Your Jobber

A Pilchard is a full-grown Sardine with all the delicious flavour for which the true French Sardine is noted.

Snow Cap Pilchards are packed under the most Sanitary conditions and are sold at a price which makes them better value in comparison with any other fish sold in cans.

Try a can of Snow Cap--It will convince you.

Packed by

The Nootka Packing Co., Ltd.

NOOTKA, B.C.

Dodwell & Co., Limited, Vancouver
Exclusive Distributors

Everybody's Favorite

Make it your big Summer Seller

When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.

You Can Supply

22 Different Colors from Black and Navy to Delicate Pink

With Sunset Soap Dyes

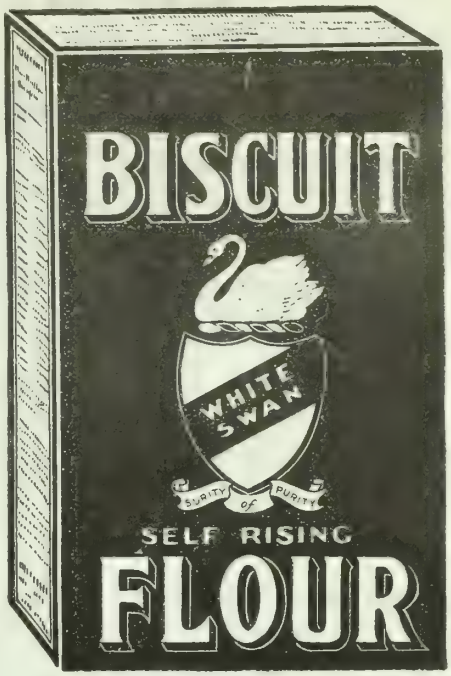
Thousands of dealers are finding these dyes steady profit producers and wonderful repeaters, because with them practically every customer can be satisfied. The wide range of colors includes Black, the ever-popular Navy Blue and U.S. Olive Drab, all of which are proving Big Sellers these days.

Sunset Soap Dyes are being extensively and truthfully advertised in high-class publications to help you do more business. These clean, brilliant home dyes will permanently color any fabric from a sheer waist to a heavy overcoat without staining hands or utensils.

Order a gross now, packed in an attractive sales-stimulating container. Put it on your counter and watch the quick turnover. Sunset, selling at 15c, gives you a very attractive profit, and it's a wonderful repeater.

North American Dye Corporation
New Corporate Name of SUNSET SOAP DYE CO.
MOUNT VERNON, N. Y. TORONTO, CANADA

Sales Representatives for U. S. and Canada:
Harold F. Ritchie & Company, Inc.
NEW YORK TORONTO



Every Woman Can Make Good Tea Biscuits, Pie Crust, Etc., With

WHITE SWAN
SELF RISING
BISCUIT FLOUR

It is practically impossible for the cook to go wrong when the Flour used is White Swan Self-Rising Biscuit Flour.

For White Swan is complete in itself. The mere addition of Shortening and Water or Milk is all that is necessary. And the result! Biscuits light, delicious and digestible—the pride and delight of every good housewife!

Make room in your displays today for a little showing of White Swan Self-Rising Biscuit Flour.

White Swan Spices & Cereals
LIMITED
TORONTO CANADA

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

PAPER CAPS FOR EXTRACT BOTTLES

Please give me information as to firms from whom paper caps for extract bottles may be purchased.—W. E. Rudder, 11402 79th St., Edmonton, Alta.

Answer—These are called "Hunt's Bottle Caps," made in England. Can be purchased from Lyman Bros., Ltd., 71 Front St. East, Toronto. Ont.

SYSTEM MAGAZINE

Where do we apply to get the magazine called "System?"—The Chaudiere Mills Store Co., Ltd., Breakeyville, Que.

Answer—Wabash and Madison Streets, Chicago, Ill.

THE TESTING SET

Where can I purchase a tea testing set complete, including scale and weights, cups, etc.?—"Forward," Ottawa.

Answer—You will have to purchase this separately. Brass kettle and cuspidor, Geo. Sparrow & Co., 119 Church Street, Toronto, Ont.; scale and weights, International Business Machines, Ltd., 415 Yonge St., Toronto, Ont.; cups from Gowans, Kent & Co., Ltd., 16 Front St. East, Toronto, Ont.

BUTCHERS' EQUIPMENT

As I have started in butchering business I want to know if you can give me some addresses as to where I can get some good outfits, such as fixtures, show cases and refrigerator cases, etc.?—M. J. O'Brien, 42 Gower Street, St. John's, Newfoundland.

Answer—This information has been forwarded.

WHERE TO GET FERRETS

Kindly advise where we can buy ferrets?—N. Dean & Son, Renfrew, Ont.

Answer—Harry Cawker, Western Hill, St. Catharines, Ont.

WHERE TO GET HONEY

Would you kindly give me information regarding honey? Where can I purchase as quoted in your markets of March 7, page 69?—A. J. B., Asquith, Sask.

Answer—Names of firms quoting have been supplied.

DRINK COOLERS

Please send us names of some manufacturers of drink coolers for counter use. We would like to get catalogues and jobbers' prices on this line.—Mason & Dean, Sydney, N.S.

Answer—J. J. McLaughlin, 145 Sherbourne St., Toronto, Ont.; Cordely & Hayes, Alice St., Toronto, Ont.; Fletcher Manufacturing Co., 41 Hayter St., Toronto, Ont.

WANTED—A DYE

Could you tell me the name of a firm that makes a dye put up in small cloth bags and used like bluing? It is not a soap dye.—C. J. Lash, Sault Ste. Marie.

Answer—We have not been able to locate this firm from description given. Could any of our readers suggest an answer?

SALT IN CAR LOTS

Will you please advise us the best and cheapest sources of supply in Canada, the United States and England for rock salt for large quantities, car lots, etc.?—Stan. Payette, St. Nicholas Bldg., Montreal, Canada.

Answer—Canada: Canadian Salt Co., Ltd., Windsor, Ont.; Dominion Salt Co., Ltd., Sarnia, Ont.; Elarton Salt Works, Hyde Park, Ont.; Exeter Salt Works, Exeter, Ont.; North American Chemical Co., Ltd., Clinton, Ont.; Ontario People's Salt & Soda Co., Kincardine, Ont.; Parkhill Salt Co., Parkhill, Ont.; Western Salt Co., Ltd., Courtwright, Ont.; Western Canada Flour Mills Co., Toronto, Ont.; Toronto Salt Works, 60 Jarvis St., Toronto, Ont.; Stewart, Verrat & Co., Montreal, Que. U.S.A.: Wadsworth Salt Co., Wadsworth, Ohio; Avery Salt Mining Co., Scranton, Pa.; Retson Mining Co., Scranton, Pa. England: Bumsted, D., & Co., 39A King William St., London, E.C. 4.

CHOCOLATE EASTER EGGS

We want to know the names of manufacturers or jobbers who make or sell chocolate or fancy cream Easter eggs and novelties in all sizes.—Cahill & Co., 60 Sackville Street, Halifax, N.S.

Answer—The following firms are handling chocolate and fancy cream Easter eggs and novelties: Chas. Lauder & Co., 95-97 Ontario St., Toronto, Ont.; W. G. Patrick & Co., 51 Wellington St. West, Toronto, Ont.; Robertson Bros., 103 Queen St. East, Toronto, Ont.; MacGreegor Specialty Co., 446 Spadina Ave., Toronto, Ont.

A VIEW OF TEA OUTLOOK

W. H. Halford, of the Meiji Trading Company, Montreal, has returned from an extensive trip which took him into parts of the United States as far as Cleveland, Buffalo, etc. He also covered many Ontario centres and left early this week for New York.

Speaking to CANADIAN GROCER, Mr. Halford intimated that there was a growing tendency for better grade teas in most parts of the country. Parties who had been buying a certain line of teas now were wishing to raise their standards, and there was a growing demand on the choicer qualities carried. Added to this, the use of choice teas in Japan had increased, and in many instances the first pickings were in demand at home—quite a reverse from former times. In addition to this, or really partly because of this fact, the buying was usually keen in Japan on early crop tea. It would not be surprising if this condition were repeated this year, and if prices opened on a high level. This was a likely condition, Mr. Halford thought.

COFFEE FIRM'S HONOR ROLL

One of the most attractive and carefully-executed honor rolls yet seen is that just placed in the office of Chase and Sanborn, Montreal. It bears real testimony to the sacrifices made by the many former employees who donned the uniform and served actively overseas in the service of humanity.

The roll consists of a beautifully illuminated parchment like an ancient missal, and is in rich illumination and Oriental gold. The names of the Chase and Sanborn men who entered the service are embossed in several columns in the centre of the parchment, while at the top of the roll the design is very effectively executed in real engraving, and with the Allied flags worked skilfully into an illuminated design. Beneath this trophy are the words: "An Appreciation," reading as follows: "They did their full duty, manfully and courageously when their country called. All honor to these men who, donning the khaki, followed the Colors and the Blue."

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following: .....Name .....

Address .....

.....

.....

.....

Chocolate Decorated EASTER EGGS

Buy Them Now

We have all sizes to retail at 5c., 10c., 20c., 25c., 75c., $1.25, $2.00 and $3.00.

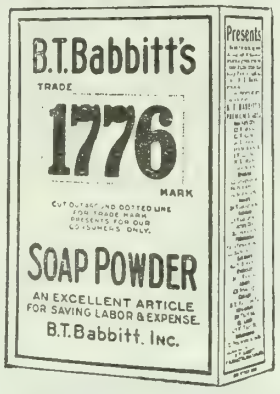
Also some good novelties in feather and cotton chicks, etc. Do not wait. Order while we have a good selection.

Lauder's Fine Chocolates—Cent Goods

Chas. Lauder Co.

95 and 97 Ontario Street, Toronto

BABBITT'S "1776" SOAP POWDER



Not simply a washing compound but a true-to-name SOAP Powder.

Will not hurt the hands nor injure the most delicate fabrics.

Premiums for the Trade Marks.

Canadian Headquarters:
180 St. Paul St. West, Montreal

Canadian Selling Representatives:
Eastern Canada: W. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

EUREKA REFRIGERATORS

are
Made in Canada
by
Canadian Workmen

Guaranteed to give Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

Built to last a Lifetime

Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal

Florida Tomatoes

Arriving Daily

Florida Celery
Spinach
Florida Head Lettuce
Cucumbers, Rhubarb
Oranges and Grapefruit

Mail your orders for complete assortment.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028.

Building up Trade in Ammonia Powder

The advertising of this company has been a strong factor in building up the profitable trade in ammonia powder.

Whatever educational work has been done to get the women of Canada to use ammonia powder has been done almost entirely by this company.

It is creating new business.

It is making money for the grocers of Canada.

Snowflake Ammonia stands alone in quality. It is the best known ammonia powder on the market.

It will give both the grocery trade and the consuming public the best satisfaction.

Order through your wholesaler.

S. F. LAWRASON & CO.
LONDON, ONT.

Cuts grease · Saves Soap
A spoonful of Snowflake Ammonia softens a whole pan of dish water, dissolves the grease from the dishes—and saves its cost in soap.
Use it in kitchen, bathroom, laundry.
Lawrason's Snowflake Ammonia Saves 90 Per Cent Soap
Snowflake THE FULL STRENGTH Ammonia
Snowflake THE FULL STRENGTH Ammonia
Cleans Dishes Without Soap-Quicker-Easier-More Sanitary CUTS GREASE
Snowflake THE FULL STRENGTH Ammonia
MAKES HARD WATER SOFT
A spoonful to a pail of water
Lawrason's Snowflake Ammonia Saves 90 Per Cent Soap For Household and Disinfecting Purposes S. F. Lawrason & Co LONDON, ONT.
Snowflake THE FULL STRENGTH Ammonia
Cuts grease with less rubbing Softens water
10 cts.
Snowflake THE FULL STRENGTH Ammonia
Makes Quick Work of What Used to be Disagreeable Tas
Snowflake THE FULL STRENGTH Ammonia
CUTS GREASE SAVES SOAP
10 cts
Lawrason's Snowflake Ammonia Saves 90 Per Cent Soap For Household and Disinfecting Purposes S. F. Lawrason & Co

Great Possibilities Under The Trade Agreement Between Canada and Britain.

"THE wiping out of the handicap which Canadian products met in the British market, and the granting of what is equivalent to a preference for Canada temporarily, at least," says THE FINANCIAL POST, "should result in a great impetus to our immediate trade with the mother country. If permanent, as it is almost certain to be, if we keep men of the Borden, Lloyd Harris capacity on the job, it means tremendous immigration and the settling of millions of acres of farm lands. It means the extensive development of present and the establishment of numerous new industries in Canada, to take advantage of the preference; bringing in hundreds of thousands of mechanics and mine and forest workers. For example, the Canadian subsidiary of the U. S. Steel Corporation, which has been marking time, will, in all probability, now go ahead energetically with their twenty or thirty million dollar plant development here. In fact, it is quite probable that within a week plans will be completed and action taken for the immediate erection of about 1,500 workmen's houses at Ojibway, Ont. As we go to press we read in cables to U.S. papers that scores of American manufacturers and other business developers who have been in Great Britain are returning home feeling that there is now little hope of overcoming the handicaps of prohibition of imports and preferences unless they establish branch plants in Canada or the United Kingdom."

The above is a portion of an important leading article in THE POST *of March 15th—an issue of exceptional interest. A full reprint of the article accompanies this. In addition to this*

THE FINANCIAL POST

OF MARCH 15th CONTAINS:

F. P. JONES SPEAKS OF EMBARGO REMOVAL

Believes it Will Result in a Number of Large Orders for Canada

Note These Contents of THE POST Dated March 22nd

Tariff Revision Must Be Made On Scientific Basis

Manufacturing Situation Misunderstood

No Six Hour Day for Brains

Unemployment and Bolshevism

Housing Bills Make Progress in Two Provinces

One Year's Result of Government Railroad Control

Royal Bank Now Owns Merchants National N. Y.

Hamilton Bank Aided Business and Government

Uncertainties of Tariff Hold Market Back

South Alberta for Big Irrigation Scheme

C. P. R. Earnings Fell to 10.79 Per Cent on Common

C. P. R. Earnings and Government Tax

Slow Decline in Prices Boom to Retailers

Big Decline in Munitions End of Canada Cement

Scotia Earned 11 Per Cent. in Common in 1918

United Farmers of Ontario in Retail Field

Steel Prices Sliced $7.00 a Ton

Budget Speech of B. C. Minister Comprehensive

Business Building News Items Appear Each Week in *The Financial Post*

The above are only a few of the many subjects of real profit making interest to Canadian men of affairs which have been dealt with by experts writers and editors in THE POST of March 15th and March 22nd. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is $3.00 per year, and you have only to fill in this form:

The MacLean Publishing Co.,
143-153 University Ave., Toronto

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, $3.00 per year, on receipt of bill, or you may draw on me for this.

Name.....

Address.....

C. 6

When the Price of Tea Drops—

you will lose very little, if any, of your profit on Red Rose Tea if you buy according to our NEW Plan.

Ask us about it

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary

KEYSTONE

Household Brushes

"Keystone" Household brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

For prices, etc., write

STEVENS-HEPNER CO., *Limited*
– PORT ELGIN, ONTARIO –

REPRODUCTION of SPECIALITIES
MANUFACTURED BY
HENRY THORNE & Co. LTD
LEEDS
ESTABLISHED OVER 80 YEARS. ENGLAND.

Here's a card that will win you extra business

The card shows the Colman-Keen Products in their natural colors — eye catching — sales tempting — just the thing to keep your stock of Colman-Keen lines moving. It's yours for the asking — free of charge.

Magor Son & Co., Ltd.

191 St. Paul St. Montreal

Toronto Branch: 30 Church St.

It Spreads Like Butter

KEEP IN A COOL PLACE
INGERSOLL
CREAM
CHEESE
SPREADS LIKE BUTTER
INGERSOLL CREAM CHEESE is always soft in texture, distinct in flavor, and every particle can be consumed. Avoid imitations
Ask for and insist on getting the original INGERSOLL CREAM CHEESE
MANUFACTURED BY
THE INGERSOLL PACKING CO LIMITED
INGERSOLL, ONTARIO, CANADA

A popular and wholesome line is Ingersoll Cream Cheese. Dealers who handle it are well aware of its customer pleasing qualities — they know that the housewife, having once tried Ingersoll Cream Cheese, is partial to it ever afterwards.

If you are not now selling this product we recommend a trial order to-day.

You'll like the way it sells and the good profit it brings you.

The Ingersoll Packing Company, Limited

INGERSOLL, ONTARIO

CANADIAN GROCER

Vol. XXXIII. TORONTO, MARCH 28, 1919 No. 13

Food Conditions on British Market

Conditions Prevailing at Present Which Indicate the Probabilities of the British Trade Being Able to Go After Export Business—Some Information Regarding Various Lines of Foodstuffs

From our correspondent in London, Eng.

LONDON, Eng., March 18.—The conditions that obtain on the English market are matters of the most vital importance to the Canadian trade. Either the trade must be supplied by English goods in fair proportions, as was the case prior to and early in the war, or the Canadian manufacturer must take up the task of supplying this extra demand. The British manufacturer is unquestionably going to return to the Canadian market at the earliest possible moment, and therefore it is a point of interest as to whether the British manufacturer or exporter is to be a factor on this market in the near future or whether the Canadian trade are going to have the field to themselves for some time longer.

Various British interests who were prominent on the Canadian market in past years have expressed their opinion on the matter, and do not appear to feel that they will be in a position to go after Canadian business for some time to come. There are still numberless restrictions, some are officially imposed, others the result of scarcity of supplies, all of which tend to make the obtaining of export business a difficult matter.

No Immediate Export of Biscuits

Although the embargo on the export (outside Europe) of British biscuits has been removed by the Government, the restrictions on sugar are not altogether freed. Difficulty is still encountered in obtaining an adequate supply of high-class ingredients suitable for sending to Canada on the same scale as before the war. The opinion given by one leading London biscuit firm, which may be taken as representative of the trade, is that some months must elapse before business can be resumed on the old basis.

Jam Manufacturers Warned

The British Food Controller is taking steps to see that there is no speculation in fruits for jam manufacture. In a recent notice sent out the following warning was given:

"The attention of the British Food Controller has been drawn to contracts which have been and are being made between jam manufacturers and fruit dealers, and fruit growers for goods to be delivered during the coming season at prices greatly in excess of those obtaining last season. Should evidence continue to accumulate that fruit prices are likely to reach unreasonable limits in the United Kingdom during the approaching season through speculation in the trade, the Controller will have to reimpose the control exercised during the past two seasons.

The orders controlling jam prices are still in force, and will not be revoked until it is certain that the prices will, as a result of supply and demand, fall below the present maximum prices; further that should there be a crop of average size during the coming season, any revision of the jam prices will be in the nature of a reduction.

Jam Manufacturers' Denial

Several of the big jam firms have made statements as a result of the Food Controller's warning. The following is the substance of their remarks: "We see no sense in making such contracts as the Food Controller suggests. We have made no contracts at all yet. It is to be hoped that there will be more jams of every kind for the civil population this year, but as to prices much will, of course, depend upon the fruit crops, and no one can forecast prices. Certainly no reputable firm would make these ridiculous contracts at this juncture."

Cause and Effect on the Market

A slight idea of how the English fruit market works in normal times is especially interesting in view of the foregoing. The British manufacturers in some cases make contracts with fruit growers to have fruit conveyed direct to them, paying the average market price at the end of the season. This gives the fruit grower, who has wages and freightage to think about, some definite financial basis to work upon. The weather experienced in the British Isles naturally imparts another aspect of uncertainty into the market. In the London area for instance, where the fruit and jam preservers secure considerable quantities of fruit, if it rains on Thursday in Kent, making it impossible to pick fruit, Friday's pickings will be very heavy. In fact the markets would be unable to assimilate it in the ordinary way were it not for certain firms of manufacturers who keep their plants running over the week-end especially to deal with surpluses of this kind.

Scarcity of Sugar for Marmalade

The British Ministry of Food proposes to revoke the order prohibiting dealings in bitter oranges almost immediately, but the Royal Commission on the Sugar Supply are unable to make a special issue of sugar, since sufficient supplies of white sugar are not available, and other sugar is not suitable for the purpose of household marmalade making. This is not likely to affect the manufacturers.

English Smoked Fish—Shortage Only Temporary

Since the British Ministry of Food suspended the controlled prices of fish the general tendency has been towards a cheaper market with the exception of haddock, of which there is a somewhat short supply to meet a large demand for smoking purposes. It seems likely, therefore, that a rise will take place in the prices of exported smoked fish of the variety affected. Herrings, which are still on the controlled list, continue to be plentiful and cheap.

The Scotch market at Aberdeen reports that haddocks and other kinds of fish reached heights far beyond controlled figures.

Scotch Haddock Prices Still High

The increased prices for haddock are said to be largely due to the fact that

Continued on page 31

Dealers' Preference Sells Canned Milk

Traveller Often Forms an Important Part in Getting the Retailer to Decide.

THE travelling salesman, according to retail dealers, plays a very important part in the securing of distribution for a particular product. One Eastern Ontario grocer pointed out that a traveller could very easily, by his attitude in talking to the retailer, make or mar the sale.

"We naturally cannot stock up on every brand of goods that is offered to us," this retailer stated, "so we have to decide for ourselves which line we will get behind. We require, naturally, a lot of information about various products, such as the quality, margin of profit, the standing of the manufacturer, the attractiveness of the package, jar or can, as the case may be. But if we cannot decide as far as these points are concerned, the personality of the travelling salesmen very often causes us to make the final decision.

"A traveller came in not long ago to sell me a certain article. I replied I did not see any reason why I should buy and push it in preference to the line I was stocking. He stated before some of my customers that he had the best quality line, that it was being extensively advertised, and that I would soon have to handle it. I appreciate the importance of general publicity and like to handle well advertised lines, providing the manufacturer gives us some inducement. But I could not see any reason why I should stock this line in preference to the one I was selling. I told him so, but he claimed that his product was of a much better quality and was well known to my customers. Both lines, in fact, have been extensively advertised to my customers, but, so far as I know, we have never had a call by name for the line, and I declined to purchase it. The traveller went out feeling quite sore.

"It will surely be a long time before I buy anything from him," the merchant added.

Travellers Have Not Convinced Trade

T. B. Crothers, grocer, Oshawa, Ont., stated a traveller had called to see him not long ago to sell him a brand of canned milk, which he had not stocked previously. "After hearing what he had to say and getting his price," Mr. Crothers said, "I did not see very much of an inducement for me to discard the line on which I had built up a good trade and declined to purchase it. The traveller claimed the quality of the goods he was selling was superior. My reply was that all the salesmen told me that."

Mr. Crothers maintained that if he had stocked the line he certainly could have sold it. The traveller had not convinced him.

> There are a number of brands of canned milk on the market. It is a fact, that many dealers are not particularly well versed in their actual qualities, and uses so far as condensed and evaporated milks are concerned.
>
> They are as a rule, featuring one brand or another, because they have been users of it themselves, and have so convinced themselves that it is a good product. They are ready to admit that other brands may be as good, but they have not been convinced of the fact, and therefore devote their attention to the line they know.
>
> It is a fact too, that a large number of customers ask their dealer's opinion, or are ready to accept his suggestion. That this opinion or suggestion is strengthened by the customer's previous knowledge of the brand is shown by investigation. But it is a fact the initiation of the sale lies with the merchant in the great majority of cases.

The travelling salesman undoubtedly has much to do with getting the retailer to stock the particular line he sells. Investigations among the trade show that retailers are more likely to stock a line if they know something about it in advance. Travelling salesmen also state that it is easier for them to sell a line that the retailer already knows considerable about.

P. J. Gerard, a Sherbrooke, Que., retailer said not long ago that very seldom did a traveller sell him a new line the first time he called. It was necessary for him to know in advance about the product and the firm before he placed the order.

Few People Ask for Milk by Brand Name

"I buy —— milk in ten case lots, and other brands in single case lots, because I believe that —— milk will best satisfy my customers." So stated Charles Shields, Queen St. West, Toronto.

"Of course, this gives me a little better price," he continued, "but it is an advantage that I could have had on others, if bought in the same quantities. But while we do get a better profit, it is not so much the matter of profit, but the matter of quality that induces us to emphasize this line. You see, I spent about a year in the North, where there wasn't much fresh milk available, and we had a pretty good chance of judging all these lines of prepared milk. I happened to like the brand I sell most of the best. I know about it, and I am confident that it will give satisfaction. I am not stating that other brands will not give equal satisfaction. They may, but I know that this one will.

"As a matter of fact, few people ask for milk by a brand name. They ask for condensed or evaporated milk, and, of course, whenever possible we give them the brand we favor. Even where they do suggest a name, and seem in the least bit uncertain, we speak of the merits of the line we favor."

Many Customers Depend on Advice of Dealer and Buy on His Recommendation.

Ask Only for Kind Not by Name

Wm. Hughes, Queen St. West, Toronto, states that he handles most of the brands of prepared milk, but that his special sale is in ——. I am buying this line now in eight and ten times the quantity I did a little while ago. Our trade has changed entirely, as formerly there was little, if any, business to be done in this line. Many people ask only for evaporated or condensed milk. Our practice is then to show them the brands we carry. We have found in a great many instances the customer will ask: "What do you think is best?"

"We have used —— and like it best ourselves. There is no effort to force our opinion on the purchaser, but in the great majority of cases this decides the sale in favor of the line we prefer to sell."

It is an interesting point, that these two merchants, situated only a block or so apart, each state that there is a very small demand for prepared milk, by actual name. It is an interesting fact also that these merchants favor brands manufactured by different firms, showing again that the retailer selects for himself.

Customers Want Advice

Mr. Girvin, of Girvin and Robinson, Queen St., Toronto, stated that their sales in canned milk had changed a good deal of late.

"It is not our practice," said Mr. Girvin, "to try to substitute lines other than the customer asks for. But there are many people who do not ask for goods by name, and there are many others who ask our advice, believing that we should know something about it. If the customer just asks for a can of milk, we usually tell her what we have and leave the decision to her. But if she asks our opinion we say unhesitatingly —— brand. Whether from this cause or not, our sales in this line have increased greatly of late. We used to sell more of —— brand, but some time ago there was an advance in price, while we were able to get a stock of

the other brand at the old figure. A good many people protested at the price we had to charge for the first brand. This gave us our opportunity to suggest that they try a tin of ——. In most cases they took it, and more than that, they became steady customers. I think that was probably the real reason why we changed the bulk of our sales from one brand to another."

In the case of canned milk, investigations show that retailers appreciate the beneficial results of general publicity. They point out it helps them sell the line they select. Their customers, they say, are always more ready to accept a brand they have heard of themselves. But the investigations also demonstrate that different retailers in the same town or district get behind different brands of milk. They choose the brand for various reasons.

O. S. Matchett, of Goheen and Matchett, Peterborough, Ont., stated their best milk seller was a powdered milk. Asked his reasons, Mr. Matchett said that he told his customers it was handy, that there was no danger of freezing, that it couldn't go sour or bad, that it could be used for all kinds of baking and give just as satisfactory results as fresh milk from the cow, etc., etc. Here is a striking case showing that when a retailer gets behind a particular line, he talks it up to his customers and sells them on it. It illustrates, too, that the dealer can create demand for a line which he gets behind.

It is a well established fact that the merchant, who simply hands out the goods asked for and who never attempts to introduce new lines or suggest others than those actually requested, will never make an outstanding success in the grocery business.

Recommends Particular Brands for Different Purposes

"There are a lot of people who ask us for milk, saying that it is for babies," said W. R. McCaw, Roncesvalles Ave., Toronto. "In that case I always give them —— brand, because I believe it to be the best for that purpose, and because I know that a good many doctors advise that brand for the feeding of babies, that the customer will probably have a hazy remembrance of something of the sort, and will be better satisfied to get that brand. If there is no mention of it being used for baby food I always suggest ——, which is known to my customers through advertising.

"This is the brand I sell the most of. I stock both these lines in five case lots. I also stock ——, another widely advertised line, but I buy it only by the dozen."

"Are you prejudiced against the quality of this latter brand?"

"No, I suppose the quality of these lines is about the same, but this particular brand I refer to costs slightly more, and I can see no advantage in selling it. In fact I only keep a very light stock of this line, buying it a dozen at a time." This shows once more that the retailer selects the brand.

"What would you do when customers ask for this line?"

"Very few customers do ask for it in a very decided way. They usually ask for a can of milk, and then maybe as a sort of afterthought suggest the name."

The conversation often runs something like this when the customer asks for a tin of milk.

"——?" I say.

"Yes, I suppose so," and then as a kind of afterthought, after I have had the opportunity to show her a tin of the brand I favor, "Have you any ——?"

"Yes, we have it in stock."

"Do you think it is any better?"

"It's not a bit better, madame. It has been advertised fairly extensively of late; that has a tendency to make people think it may be better, but I don't think it is. I'll give you a tin if you wish and you can see for yourself."

"No, perhaps I had better have this kind," is her reply.

"You see, we actually let the customer decide the matter, but we give her a little argument that in most cases has the effect of deciding the sale. The evidence is, as I said before, in the fact that we buy the one brand by the five cases and the other by the dozen."

D. McLean, Roncesvalles Ave., Toronto, carries three brands of milk, and distributes the sales pretty well among them.

"If the customer merely asks for milk, I ask whether she wants sweetened or unsweetened, and I give her one or other of the brands that meets her requirements."

"Do you sell ——. It is a line that is prominently before the public?"

"No, I stocked it for a while, but found no advantage in having it, so I have discontinued stocking it, and where it is asked for, suggest one of the other brands instead, and have little difficulty in selling them."

His Advice Based on Knowledge

James L. Hewson, Oakville, Ont., states that the bulk of his sales are in ——. When asked what was the reason for this, he stated he believed it was the line that would best suit his customers.

"If my customers ask me if it is good," he stated, "I tell them that it is the best value for the money, and the line most likely to please. I know it is good, because I always use it myself when on hunting trips, and have found it very satisfactory. That argument is usually sufficient to make the sale, and I push it because I do believe that it will give the greatest satisfaction, and my experience with the sales I have made in this way, is that the customer actually has been pleased, and in the great majority of cases becomes a more or less regular user of this line."

Changes the Brand Sold

H. Smith, Oakville, has been in his present store for two and a half years. When he took over the store, he found that —— was the big seller. In fact, practically all of his sales were in that line. It had been well introduced to his trade by his predecessor, and he followed the line of least resistance, and sold it to all his customers asking for milk, though he had two other brands on his shelves, and still has them and the same tins.

"Last fall," he states, "I started to stock ——, another line offered to me. I tried it and convinced myself that it was a good one. So when a customer came in and asked for a tin of any other line, I usually pick up a tin of —— and show it to her. 'Did you ever try this?' I ask. 'I have used it, and think it is about the best on the market, and I am sure it would please you.'

"In the great majority of cases the customer takes the suggestion at once, and becomes a steady user of that line. In fact, the bulk of my sales now are in that line. I sell five cases of it, to one of the line I formerly featured. I think this is good business, and I will certainly never go back to some of the lines I have carried in the past."

A Question of Profit

Spencer Smith, Burlington, Ont., sells two brands of milk in about equal quantities.

"I also carry ——," he said, "but sell it in very small quantities."

"How do you account for that?" he was asked. "It is a well-advertised line, and is being extensively sold by many merchants."

"There's not enough profit in selling it, so there is no reason to push it, and I don't do so. If people ask for milk, I sell them one or other of the brands I carry that show me a better profit."

A. Anderson, Princeton, Ont., stocks three kinds of prepared milk. He states that it is his custom to give the customer ——, unless some very definite desire is expressed for another brand. He does this because he believes it to be as good a brand as any, and he is able to sell it on his personal recommendation.

These interviews show very clearly that the retail trade, generally speaking, show preferences for certain brands of goods for various reasons. Practically every brand referred to above has been given considerable general publicity, which helps the dealer very much in getting acceptance readily from the customer. But from among the brands offered him, he chooses one that he buys in large quantities. This is the one that the majority of his customers take home with them and use.

OSHAWA, ONT., ADOPTS UNION DELIVERY

Most of the grocers in Oshawa, Ont., are going into a general delivery system. One man will take over the delivering of all grocers, deliveries to be made at certain set hours in the day. They anticipate they will save considerable money by adopting this system.

CANADIAN GROCER

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DON'T FORGET THE WINDOW CONTEST

THE time limit for the window contest for clerks is drawing to a close. It will be necessary to have your window photographed, and mailed to this office promptly.

This contest is aimed to help the store. Therefore, not all the points will be awarded for the artistic nature of the display, but the matter of the actual selling value will be a point that will bulk largely in the decision. The window that helps you sell the most goods may be the window that wins the prize, and you win both ways. In any event, it is worth trying.

Send in the photo and tell us of the results it obtained. This is part of the conditions of the contest.

CANADA'S FOOD CONTROLLER PASSES

THE sudden death of the Hon. W. J. Hanna came as a great surprise and grief to the people of Canada. He was the first Canadian to fill the unthankful position of Food Controller. He managed to energetically conduct the duties of that office without entailing any enmities, no small achievement in itself. There were plently of people who disagreed with the actions of the department under his control. Some of these disagreements were possibly well founded, some were the result of a lack of understanding of the necessities of the case. It was a thankless office, and it is well that it is practically a thing of the past. The Hon. Mr. Hanna was a big man in every way, and he gave the best he had to his country, in his service, and of his own blood. He will be remembered with gratitude.

THE DAY OF THE CANADIAN MANUFACTURER

THE Canadian manufacturer of foodstuffs is facing his day of opportunity. He is getting back to the place where he is not hampered on every side by the scarcity of essential materials, and he is putting his products on a market in a large measure free from competition.

Canada has been an enormous purchaser of vast varieties of foodstuffs from the United Kingdom, but for the time being that competitor has ceased to be a factor. Great Britain's needs are so great, and her difficulties are so many, that it may be many months before she is again a large factor on this market. It is the chance of the Canadian manufacturer to assure his market by establishing in the minds of the people the essential point of the quality of Canadian goods. He has a practically free hand, and with the opportunity well used there is little to be feared from future competition. His opportunity is here and now.

DAYLIGHT SAVING

THE Retail Merchants' Association of St. John, N.B., has put itself on record as strongly favoring a return to the daylight saving plan, this summer. This is only one of a thousand mercantile and commercial interests that are keenly in favor of this plan. The farmers, for reasons best known to themselves, are opposed to the measure and are taking vigorous steps to oppose it. There may be trifling inconveniences to those on the farm, but they do not appear to be over burdensome, nor in any way insurmountable. If he cannot get on the land before a certain hour, it surely cannot make any material difference if the clock says that it is an hour later than his accustomed time.

To the worker in the city, the change was a real boon; it meant a long, bright evening after the day's work, with a real chance for diversion, or for work about his garden.

It caused no real harm to anyone, and it made for the comfort of a large majority of the people

With the United States having adopted the system, it will mean that the Canadian railroads will either have to adopt the new time, or subject their patrons to serious inconvenience. There certainly do not appear to be many reasons for discontinuing an improvement once adopted.

Bank Would Assist Merchants to Meet Competition of Mail Order Houses

Bank Magazine Urges That Bank's Interests Lie With Small Town Merchant—Must Help Them Meet This Outside Competition — The Farmer Must Give Retailer a Fair Deal —The Banker to be the Go-between.

From "The TELLER." Issued by the Sterling Bank

AN important part of the bank's clientele in a small town are the local merchants. Their business is good business for these reasons. Firstly, it is profitable. Secondly, the local merchant deals with many of the bank's customers in the big cities—and profitable banking transactions are the result. Thirdly, the merchant fills an unusual position in the small community's life. His business opinions as a rule carry weight. The fact that he himself uses a certain bank's services influences other people to go to the same bank. It is therefore doubly important that every branch manager should win the merchant's friendship. And he can do this most effectively by helping the merchant solve his merchandising problems.

To-day the biggest problem facing the small town merchant is the mail order house. He looks upon it as a giant octopus, which will some day squeeze the life out of his business. The big, aggressive mail order houses catalogue not only every farmer but every prospective purchaser. To-day you cannot go into a single community in Canada where the services of the mail order concerns are not available. Indeed, so keen has competition become that for the past few years the retail merchants have been crying out and demanding that mail order houses be legislated out of existence.

Must Give Service

Every banker must realize that this is an impossible, indeed a retrograde step. Three things have built up the mail order business to its present stay positive—low prices, variety of goods, dependable service. Those three factors are the very breath of competitions in merchandising. The concern that falls down in any one of them, whether it is a retail store or a mail order house, is a concern that will eventually go to the wall. It is every banker's duty therefore to impress upon local merchants that they must answer the competition of mail order houses with three weapons.

True, the small merchant has not the same chance of buying at so low a price as do the mail order houses. He has to deal with a jobber, whereas they deal direct with the manufacturer and buy at jobber's prices. But he can show a great deal more keenness in his buying than he displays to-day. He can point out to the jobber, for example, that the mail order houses are invading his territory; that the jobber should give him advantageous prices from time to time so that he can "Put on a Special" which will convince the local people that there is nothing to be gained by buying "Out of town." In this way both the jobber and merchant will be protecting their business.

The Merchant's Advantage

On the other hand, the local merchant has important advantages over the mail order house. He is immediately at hand. His goods can be inspected before purchase. He can put a personal touch into his transactions. He can show his customers that his goods, too, come from the big cities. Pressing these advantages home—at every opportunity, upon every customer—is a better answer to mail order competition than holding up his hands in despair and calling on the gods to witness his ruin.

Getting Farmer to Pay Cash

There is another suggestion that the banker can make to his merchant clients. The average farmer regards the retailer in his own town as one upon whom he can lean when accommodation is required, as one who, for example, can take butter and eggs off his hands in exchange for goods. This condition exists and has existed for years, and in addition to this burden the retailer is expected to carry the farmer from crop to crop—himself being compelled in turn to seek accommodation from his jobber in the way of dating. This is a ridiculous situation to-day because the farmer is educated to cash payment—he actually pays cash in advance to the mail order houses. Why, therefore, shouldn't the local merchant begin to refuse this accommodation? All's fair in business. "Mr. Farmer," he shall say, "I've been on this spot serving you for years. I've given you many favors. But you make your most important purchases by mail—pay cash in advance. Now, surely, it is only fair that you pay me cash in advance also for the small purchases you now make here. Every time I pay cash the jobber gives me a discount of 2 to 5 per cent. Each year he allows me also 9 per cent. for prepayment of my bills. You pay me cash and I'll turn this advantage over to you. Both of us will be better off."

The Community Aspect

The merchant is too important a customer of the bank for any branch manager to overlook the problem of mail order competition. Then again there is a community aspect to the question.

Were the retail mail order houses called upon to support every public enterprise in all the towns in which they sell goods as all the retailers do, and are expected to, a considerable hole would be made in their profits. The more the farmer and local community patronize the retail mail order houses just by that much do they retard the building up of their home town, and if the present expansion in this way of trading is kept up, it is not hard to vision that this short-sighted policy will eventually result in the practical elimination of the small town.

Banker Should Favor Retail Store

The banker should induce his farmer customers to see that they are deliberately, for the sake in many instances of a very small difference in price, and in a great many cases none whatever, destroying the advance in price of their greatest asset, namely their farm lands. He should urge them to use the mail order houses only to procure from them such commodities as they cannot get from their home merchant. With the increase in the volume of business done by the country merchant which would naturally result by this action on the part of the farming community, the overhead charges of conducting a store would be less in proportion and with the cost of selling goods materially reduced, a closer pricing of merchandising would naturally follows.

FOOD CONDITIONS ON BRITISH MARKETS

Continued from page 27

for spawning, April, is the worst time for getting North Sea haddock.

The Food Controller announces that Government control in Ireland of prices and distribution of imported bacon, hams and lard will be suspended on March 31, but that this decision does not affect bacon, hams, and lard produced in Great Britain or Ireland.

Cheese to be Decontrolled

It is likely that cheese will be released from Government control at an early date.

One Government Department Prosecuting Another

A prosecution under the Foods and Drugs Act in London, Eng., has revealed the fact that people are in many cases paying 60 cents a pound for Government butter which contains more than the legal limit of water. A letter was read in court from the Ministry of Food saying that the butter in question was Government butter invoiced through Government agents and sold in good faith by retailers as such. The case, therefore, resolved itself into one Government department prosecuting another for not complying with the provision of the Foods and Drugs Act. The Minister of Food therefore asked that the case be withdrawn.

There have been previous cases of Government margarine containing more than the legal quantity of moisture.

ST. JOHN MERCHANTS HAVE SUCCESSFUL YEAR

Retail Merchants' Association of Maritime City Shows Marked Increase

A busy and successful year was reflected in the reports submitted at the annual meeting of the St. John, N.B., branch of the Retail Merchants' Association, and the interest displayed gives promise of results at least as satisfactory for the coming year.

In his annual report, the secretary, T. F. Drummie, showed that every branch of the association's undertakings had been most successful and that a large increase in membership had taken place during the year. He urged the executive to take a more active part in public affairs of a nature beneficial to the community generally as well as to the merchants in particular.

The secretary of the dollar day committee reported that two dollar days had been held, on February 21 and August 21, and that both had been highly successful.

The report of the treasurer, M. E. Grass, showed the finances of the association to be in satisfactory condition.

The provincial secretary, Miss F. P. Alward, reported that all the larger firms in the city are taking an active interest in the work of the association and are co-operating heartily with the provincial branch.

The association went on record in favor of the holding of a peace carnival in St. John during the summer or fall months.

A resolution in favor of daylight saving, copies of which were ordered sent to Sir Thomas White, the city's federal representatives and to the secretary of the Dominion association, was passed, as follows:

Resolved, that inasmuch as daylight saving has proved itself of great advantage to the business community; enabling employees of stores and other workers to have the benefit during the summer months of some 180 hours of free daylight for recreation—equalling eighteen full days of ten hours each added to their holidays and at no cost to any one;

Therefore resolved, that the Retail Merchants Association, St. John branch, endorse the continuing of the daylight saving movement and hereby petition our Government to so enact for the year 1919.

Officers elected for the year 1919 were as follows: honorary president, A. O. Skinner; president, F. W. Daniel; first vice-president, A. N. McLean; second vice-president, S. E. Fisher; third vice-president, J. H. Vaughan; treasurer, M. E. Grass; secretary, T. F. Drummie; advisory board, G. M. Ross, H. Mont Jones, D. J. Barrett, J. H. Marr, K. D. Spear, William Hawker, Harry Warwick, C. H. Smyth, S. E. White, J. A. McKay, F. A. Dykeman, T. A. Armour, A. A. McIntyre, S. C. Young, H. W. Rising, R. E. Wark, W. E. Ward, I. Chester Brown, B. R. Macaulay, H. H Scovil, S. C. Webb, S. S. Francis, G. W. Morrell and G. C. Emerson.

J. A. BANFIELD, WINNIPEG

Elected president of the Dominion Executive Council of the Retail Merchants' Association in Ottawa last week.

DOMINION BOARD WILL MEET IN VANCOUVER NEXT YEAR

The aims of the Retail Merchants' Association were outlined by speakers from the various provinces at the banquet held Tuesday night.

The part played by the Dominion in the great struggle just concluded was touched upon, as was the question of a lower tariff by Mr. Coulson, of Regina.

A big excursion of the association will take place next September, when delegates will take a trip to Vancouver, where the next session of the Dominion board is to be held.

B. C. MANAGER FOR PAPER HOUSE DIES SUDDENLY

Vancouver, B.C., March 25—Special.—E. A. Baker, British Columbia manager of the J. C. Wilson & Co., Ltd. wholesale paper distributors, died very suddenly this morning. He was born in Cornwall, Ontario, sixty years ago and was one of the founders of the Baker-Leeson Co. in 1902, which later became the R. W. Leeson Co., then the Leeson, Dickie, Gross and Co., and later still became the Western Jobbers, Ltd. At one time Mr. Baker worked for Oppenheimer Bros. He has been a manager for Wilson Co. since 1904. He was thirty-second degree Mason, a prominent Oddfellow and a Presbyterian.

PACKAGE GOODS ORDER WITHDRAWN

Licenses for the sale of breakfast foods in packages of less than twenty pounds are no longer necessary. The order-in-Council of October, 1917, making such licenses compulsory, has been rescinded.

Canada's Enormous Fire Waste

Dominion Commissioner Speaks of Canada's Carelessness in Regard to Fires—A Condition That Could Be Remedied —Credit Men Favor Daylight Saving

"IN all Europe the fire loss is only 33 cents per capita, while in Canada it is $4.25 per capita," stated J. Grove Smith, Dominion Fire Commissioner, speaking before the Canadian Credit Men's Association at the Hotel Carls-Rite, Toronto, on Tuesday evening.

"With the cessation of war every country in the world is faced with economic conditions that are shaking them to their foundations.

"We have been careless of the wealth that we have been endowed with. We have allowed our forests to be ravaged by fire time and time again by human carelessness.

"We cannot continue as a people in our indifference to the enormous fire waste in the Dominion. The fire waste in European countries does not compare with that in Canada. In all of Europe the loss is only 33 cents per capita, while in Canada the loss is $4.25 per capita.

"We will have to compete with Germany and Austria and the Central Powers in the open trade markets, and will have to beat them just as we did on the plains of France, and we cannot do it while we have the heavy taxations, the result of fire loss."

Suggested Change in Criminal Code

The speaker referred to the proposition that the criminal code be amended to read along these lines: "Any person who causes fire by being negligent is guilty of an indictable offence and liable to be arraigned before the proper courts to be further dealt with."

He stated that his department could reduce the fire waste in the Dominion, in three years, by fifty per cent., if given a free hand. He attributed considerable slackness of the fire laws to political "pull."

Five or Six Fires Represent Bulk of Loss

The large fire waste in Canada, he stated, was not the result of fires that occurred in ordinary homes, but from large fires in business sections. He also stated that 75 per cent. of the total loss of fire could be laid at the door of five or six fires in a year.

Endorse Daylight Saving

J. F. Monypenny moved a resolution, seconded by J. Bowman, that the daylight saving plan be adopted by the Dominion to run concurrently with the dates set by the United States. The resolution was passed by the association, and forwarded to Sir Thos. White, Acting Premier, by telegraph.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Mrs. John W. Munro, general merchant, Five Fingers, N.B., has suffered loss by fire.

J. E. Bitten, after a year in Winnipeg and the coast, is again on the road in Nova Scotia for Moirs, Ltd., Halifax.

W. G. Scovil of St. John, and Howard Ryan of Hampton, have formed a partnership and will open a cash grocery store in Hampton, N.B.

Allan A. McIntyre, who is associated with his father, Peter McIntyre, retail grocer, has returned to St. John, after spending seven weeks in the Western provinces and on the Pacific coast.

QUEBEC

V. Bouthillier, 24 Maguire street, succeeds J. Soucy.

Z. Legare, grocer, Montreal, has sold out to J. Beauregard.

J. H. Mondor, 589 Galt Street, Verdun, has succeeded E. Monette.

J. A. Dagenais, grocer, has moved to 401 Duluth Street. East.

Hammelin and Frere, Bordeaux, have succeeded R. Hammelin & Fils.

O. Chevalier, of O. Chevalier and Fils, Joliette, was in Montreal last week.

Arthur Hellyer, of A. Hellyer and Co., Chicago, was in Montreal during the past week.

Trottier and Mainville, 268 Carriere Street, have registered a partnership as butchers.

Joseph Gilbeault, 945 Henry Julien Street, has opened a new store at this address.

Binkley & Fahrner, general merchants, Drumbo, have been succeeded by M. W. Binkley.

A. and R. Atkinson, general merchants, Mitchell Square, have sold out to Atkinson.

H. P Merrick & Son, general merchant, Mitchell Square, has sold out to T. G. Love.

Mr. Irwin, a director of Irwin, Harrisons and Crosfield, Inc., Philadelphia, was in Montreal last week.

V. Olivier, retail provision and fish dealer, Sherbrooke, Que., was in Montreal this week on a buying trip.

Mrs. L. Pothier has moved her stock to 343 Marquette Street, where she recently bought the stock of O. Cousineau.

ONTARIO

James Tremblay has disposed of his grocery business at 104 Balaclava street, St. Thomas, to John Pressey and his son, Gale, and Ernest Cox. Mr. Pressey and son reside southwest of the city and have conducted a milk route in St. Thomas for a number of years. Mr. Cox, the other partner, has been in the employ of Mr. Tremblay about nine years. Mr. Tremblay has been in business at his present stand for fifteen years, and built up one of the largest grocery businesses in the city.

The store on Main street, Palmerston, now occupied by Alfred D. Symons, has been sold to Zurbrigg & Son, who will move their grocery stock to the new premises in the near future.

W. Dunlop Stewart has returned from France and is resuming his duties with Wm. B. Stewart & Sons, Toronto, sales agents for the Hamilton Cotton Co., Ltd. Mr. Stewart served in the ranks for nearly two years. The wholesale trade particularly will be glad to welcome him back again.

JOHN E. TURTON, MONTREAL

Canadian Representative for Austin, Nicholas & Co., New York, and Geo. Mollison & Son, Aberdeen, Scotland.

TO SELL SUNBEAM LINES

John E. Turton, manufacturer's representative, Montreal, has taken the agency for Austin, Nichols & Co., Inc., New York, importing and exporting grocery specialists. Mr. Turton will, it is understood, represent this firm in Canadian territory.

Mr. Turton has also been appointed as Canadian sales representative for George Mollison & Son, Aberdeen, Scotland. The principal line made by this firm is that of potted meats, etc.

WESTERN

E. A. Ord, grocer, Moose Jaw, Sask., is selling out.

B. Rattee, general merchant, Brownlee, Sask., has sold out.

U. Stephen, grocer, Edmonton, Alta., has been succeeded by C. M. Clark.

E. E. Neale, Winnipeg, has been succeeded by C. L. Poustie.

Richard Marvin, general merchant, Pope, Man., has sold to B. E. Hardy.

J. Asbell, general merchant, Moreland, Man., has been succeeded by E. W. Byers & Co.

Johnson Walker, Limited, Edmonton, Alta, are closing out their grocery department.

Horace Atkins, takes over on April 1 the grocery business of W. B. Cort, Dauphin, Man.

Mrs. W. Aexander, general merchant, Innisfail, Alta., has been succeeded by E. Alexander & Co.

Raymond Bros., general merchants, Aneroid, Sask., has sold out.

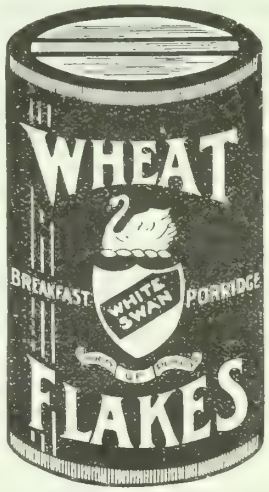
Hornstein & Goldman, general merchants, Bengough, Sask., have dissolved partnership.

B. J. Beach, general merchant, Consort, Alta., has disposed of his business to H. A. Sanderson.

E. P. Magowan, manager at Saskatoon for Donald H. Bain Co., was a visitor at head office, Winnipeg, last week. A. J. Chalmers, the Vancouver manager, visited Winnipeg this week.

New Goods Department

White Swan Spices and Cereals Ltd., Toronto, are again putting out their Wheat Flakes, and in an attractive round package. This is an hermetically sealed tube, the label being in red, white and



blue. Wheat Flakes are wheat rolled into thin flakes, and are used as a breakfast porridge. The company point out the tube package in color makes an attractive one for the shelf or display.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE appears to be a generally improved feeling among the trade, business generally showing a considerable improvement. There are some lines that have been brought startlingly to the fore during the week. Notably is this the case in butter, where there have been advances of upwards of 5 cents a pound, with no indication of any tendency toward recession. American buyers are on the Canadian market replenishing their stocks, and this substantial buying movement in the face of general stocks already none too ample has forced the market upward rapidly. Beef and lards and shortening are also showing advances as a result of strong export buying.

MONTREAL—Many advances are made this week in the markets here. Coffee, which has shown firming tendencies, has gone up one cent per pound all around. Custard powder is advanced ten cents a dozen. Laundry blues are up, and new pack lobster is being booked at much stiffer prices than those obtaining last year. Nuts are steadily firm, and even peanuts are firmer at producing points. Dried fruits are firm, and some expect advances to be made for prunes, while raisins are scarce and high. Evaporated apples and peaches and pears are also firm. Coffee essence is higher in each of three sizes. Hay has advanced one dollar per ton, and oats are up in some grades five cents over last week's figures. In the vegetable list carrots, parsnips and onions are higher.

Among the declines registered is one for soap powder and several for spices of various kinds. Rosin is down one cent. Corn syrup is very firm, due to the high price obtaining for corn, and advances may come. Rolled oats are selling at an unchanged price, but with the market for oats strong, some expect an advance to be made.

TORONTO—There is a markedly stronger feeling this week in both tea and coffee. Well-posted authorities state that present prices of tea do not represent the present market value within three cents a pound, and there is a reasonable likelihood that advances will be the order of the day before long.

The coffee situation that has been unsettled for some time has finally become active, the advances that had been anticipated for some time past become definitely effective this week, showing a general advance of about 3 cents a pound on all grades. This is due to the fact that stocks have been practically exhausted, and that handlers are now working on new importations. Cereals show a somewhat stronger feeling, also cornmeal and hominy registering advances. Rolled oats remain at the same figures, though there are indications that advances are coming, as present prices do not reflect the grain market. There are some new arrivals in fruit and vegetables, Florida tomatoes and celery are arriving now in good quantities and in fine quality. In fruits, bananas, oranges and grapefruit show an upward tendency. Cocoanuts have appeared on the market.

WINNIPEG—There has been an active demand noted for coffee on this market, and there is the possibility of advancing prices in the near future. Tea, too, is showing a much firmer feeling than has been the case for some time to come, as wholesalers realize that stocks available are becoming light owing to light imports. Dried fruits are selling well, and at figures that do not represent market conditions, the stocks offering being those of fall contracts that could hardly be replaced at present selling figures.

There is an uncertain feeling in canned goods. Some dealers are anxious to unload stocks, while others are confident that higher prices will be the order of the day later in the season. There is only a very light demand for beans, but rice shows a considerably improved feeling.

Mill feeds have advanced $2 per ton.

The Manufacturers' Agents Section

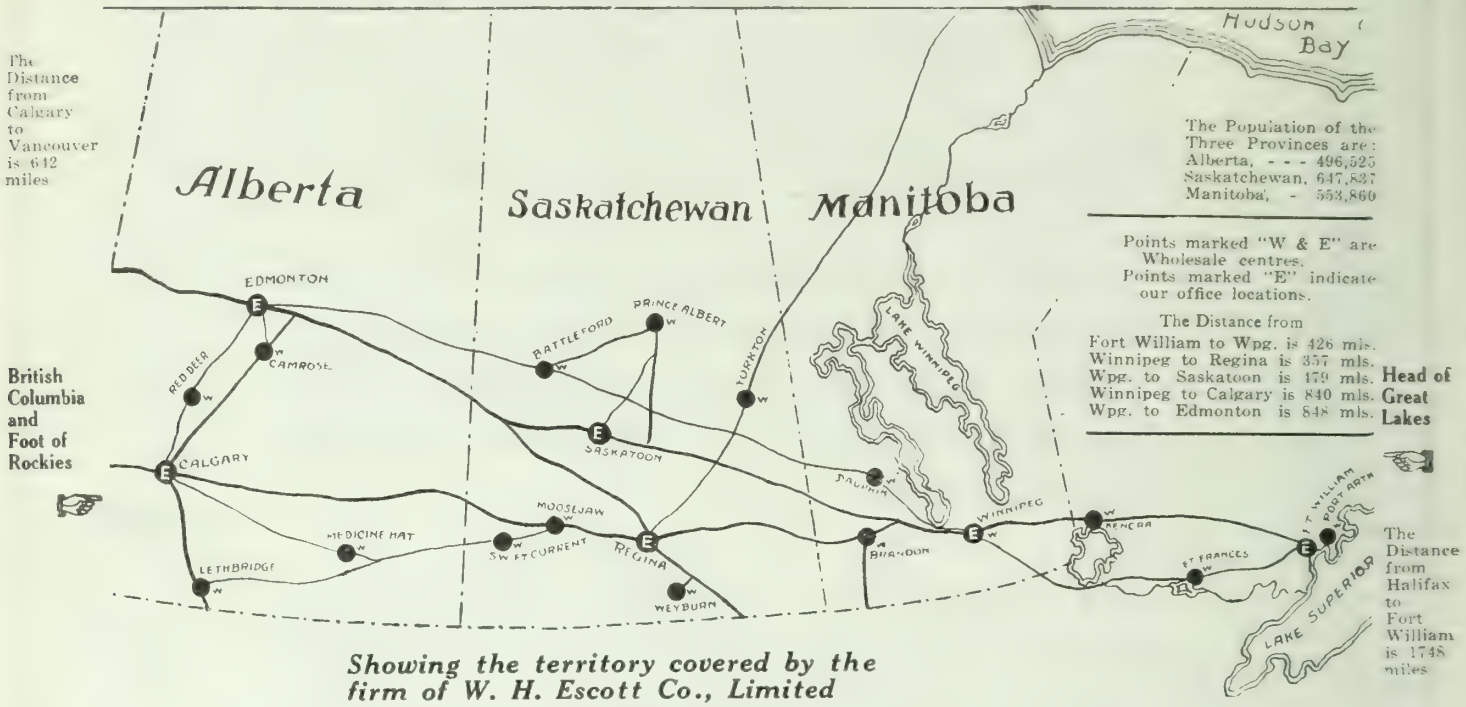
THE section following is devoted chiefly to the special announcements of Canadian Manufacturers' Agents and Brokers. Their own messages are followed up by some from their principals, whom they represent.

The idea of this section is to convey to the retail and wholesale trade in Canada the connection between various Manufacturers' Agents and Brokers and the Manufacturers they represent.

This makes the issue a very important one from the standpoint of the trade, and one that both the retail and wholesale trade should keep for reference purposes. Frequently retailers are interested in securing information on the products of a certain manufacturer, but do not know his address or where the line can be purchased. The announcements in the following section will be a splendid help in cases of this kind. Don't forget to file this issue where it can be got at easily at any time.

W. H. Escott & Co. Have Six Big Houses Covering the Western Field

A Live Organization with Representatives Calling Upon the Wholesale Trade in all the Large Centres. "Aggressive Service" Their Motto.



Showing the territory covered by the firm of W. H. Escott Co., Limited

MANUFACTURERS contemplating a vigorous selling campaign in the markets of Western Canada should consider the advantages of connecting with a well established and well regarded firm such as W. H. Escott & Company.

Since its inception this big firm of Wholesale Grocery Brokers, Manufacturers' Agents and Importers has steadfastly adhered to the policy of a square deal to every client. The men who are to-day directing the policy of the company are energetic and far-sighted business men who are determined to give the firms they represent the very utmost in resultful service. Those who have had dealings with W. H. Escott & Company in the past can rest assured that the present management will carry on the business in the same courteous and practical manner as formerly.

New firms who are breaking into the Western field will find it difficult to secure better representatives than the W. H. Escott Company. The strategical location of their houses—illustrated on the map appearing above—their recognized prestige in Western business circles, their big staffs of experienced, hustling salesmen—these are factors well worthy the consideration of the man who is anxious to introduce his product to the West under the proper success making auspices.

The W. H. Escott Co. will be glad to communicate with any manufacturer who is planning on entering the Western Canada markets. A post card request addressed to W. H. Escott Co., 181-183 Bannatyne Ave., East, Winnipeg, will bring all particulars by return mail.

TIGHT BARRELS AND KEGS

The Best Food Containers

Pork Barrels and Half Barrels
Lard, Oleo and Compound Tierces
Fish Barrels and Kegs
Oil Barrels
Beer Kegs

Cider Barrels and Kegs
Vinegar Barrels and Kegs
Pickle Barrels and Kegs
Glucose, Syrup and Molasses Barrels and Kegs

Established 1872

The Charles Mueller Co., Limited

Waterloo - Ont.

Western Representatives: W. H. Escott Co. Ltd.
Winnipeg, Fort William, Regina, Saskatoon, Calgary, Edmonton

British Columbia Representatives: Oppenheimer Bros.
Vancouver Victoria Prince Rupert

Eastern Representatives: B. C. Woodworth, Halifax, N. S.

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

Mason & Hickey's Strongest Advertisement Is the Results They Achieve

This Firm of Manufacturers' Agents Have the Organization and the Equipment for Putting a Line on the Market to Stay

IT is not necessary to tell the average man in Western Canada anything about the standing and ability of this thriving Western business. The prestige they enjoy with the manufacturers whom they represent from Fort William to Victoria speaks well for their capability and integrity.

Mason & Hickey realized from the first the big field awaiting an organization sufficiently big and capable to put manufacturers' lines on the Western markets to stay. And they built their business accordingly. They secured a large staff of experienced and courteously aggressive detail salesmen to whom was entrusted the actual selling of the goods they represented. Sometimes a jobber was not inclined to handle certain of these lines but he was soon led to see their selling possibilities through the fact that retailers were sending in orders for that particular line as a result of business developed by the Mason & Hickey salesmen.

With a chain of offices stretching right across Western Canada from the Great Lakes to the Pacific coast, Mason & Hickey are in a particularly well-favored position to give their clients live representation in every part of this rich territory. No other house in the West covers so many large centers and maintains branch houses at so many different points. They have recently opened up a ne wbranch at Fort William, Ont., to take care of their growing business at the head of the lakes.

Manufacturers entrusting their product to Mason & Hickey can look for conscientious service and satisfactory results. This firm is always open to entertain new lines where such do not conflict with those they already handle, a list of which is appended.

ARBUCKLE BROS. ..... **New York, N.Y.**
GREEN COFFEES.

BORDEN MILK CO., LTD. ..... **Montreal, Que.**
CONDENSED AND EVAPORATED MILK.

BRODER CANNING CO. ..... **New Westminster, B.C.**
CANNED GOODS.

CALIFORNIA PACKING CORPORATION..... **San Francisco, Cal.**
Griffin & Skelley Co., Division.
CANNED AND DRIED FRUITS.
C.F.C.A. Division.
DEL MONTE CANNED FRUITS AND VEGETABLES, CATSUP, DRIED FRUITS, RAISINS, ETC.

CANADA STARCH CO., LTD. ..... **Montreal, Que.**
FACTORIES—CARDINAL, BRANTFORD AND FORT WILLIAM—STARCH, SYRUP, GLUCOSE.

CANADA NUT CO., LTD. ..... **Vancouver, B.C.**
SQUIRREL BRAND PEANUT BUTTER.

CREAMETTE CO. ..... **Minneapolis, Minn.**
CREAMETTES, MACARONI, VERMICELLI, SPAGHETTI AND EGG NOODLES.

CRESCENT MFG. CO. ..... **Seattle, Wash.**
MAPLEINE.

CROWN BROOM WORKS, LTD. ..... **Vancouver, B.C.**
BROOMS, WOODENWARE.

DOMINION SUGAR CO., LTD. ..... **Chatham, Ont.**
FACTORIES — WALLACEBURG, CHATHAM AND KITCHENER — GRANULATED, LUMP, ICING AND POWDERED SUGAR.

D. URQUHART ..... **Hensall, Ont.**
WHITE BEANS.

ESSEX CANNING & PRESERVING CO., LTD...... **Essex, Ont.**
CANNED GOODS.

FOSTER & HOLTERMANN, LTD. ..... **Brantford, Ont.**
"PRIDE OF ONTARIO" HONEY.

GORMAN, ECKERT & CO., LTD. ..... **London, Ont.**
OLIVES, SPICES, EXTRACTS.

FEDERICO GARRET & CO. ..... **Malaga, Spain**
OLIVE OIL.

HARPER PRESNAIL CO., LTD. ..... **Hamilton, Ont.**
PATHFINDER, IRENE AND ELK CIGARS.

INGERSOLL PACKING CO., LTD. ..... **Ingersoll, Ont.**
LARGE ROYAL OXFORD, INGERSOLL CREAM, PIMENTO AND CHILI CHEESE, AND BEAVER BRAND MEATS.

W. K. KELLOGG CEREAL CO.
Toronto, Ont., and Battle Creek, Mich.
CORN FLAKES, KRUMBLES, ETC.

KELLY CONFECTION CO., LTD. ..... **Vancouver, B.C.**
MOLASSES.

KING BEACH MFG. CO., LTD. ..... **Mission City, B.C.**
JAMS AND JELLIES.

W. S. LOGGIE CO., LED. ..... **Chatham, N.B.**
BLUEBERRIES, CODFISH AND LOBSTERS.

MANFORD SCHIER ..... **Dunnville, Ont.**
EVAPORATED APPLES.

NATIONAL LICORICE CO. ..... **Montreal, Que.**
LICORICE.

NICHOLSON & BROCK ..... **Toronto, Ont.**
BIRD SEED AND GRAVEL.

PROCTOR & GAMBLE DIST. CO. OF CANADA, LTD.,
Hamilton, Ont.
CRISCO, IVORY, GOLD, LENOX, THE P. & G. WHITE NAPTHA SOAP, SOAP CHIPS, SOAP POWDERS, COTTON SEED OIL AND FLAKEWHITE.

WM. ROGERS & CO. ..... **Denia, Spain**
VALENCIA RAISINS.

W. A. TAYLOR ..... **Winnipeg, Man.**
HORSE RADISH.

THORNTON & CO. ..... **Malaga, Spain**
MALAGA RAISINS.

J. H. WETHEY, LTD. ..... **St. Catharines, Ont.**
JAMS, BULK AND PACKAGE MINCEMEAT.

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

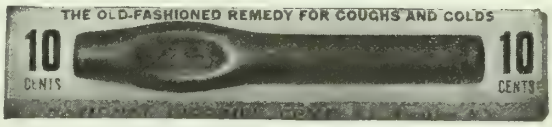
—

When buying insist on this brand

Canada Food Board License No. 14-128

Y & S STICK LICORICE

in 10c Cartons



Everything in Licorice for all Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay $1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

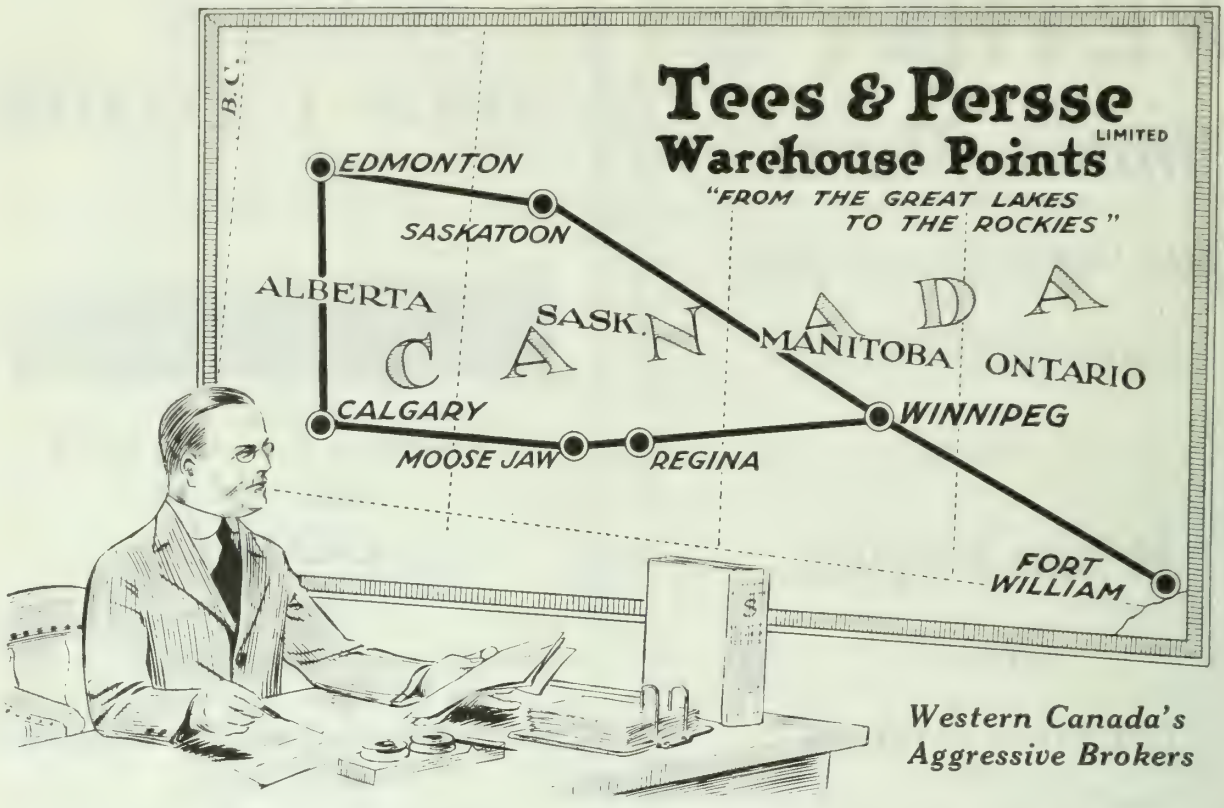
Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO



Western Canada's Aggressive Brokers

Tees & Persse Distribution

Seven warehouses, totalling 31 acres of floor space, extending from the "Great Lakes to the Rockies." Each warehouse is located in a centre of population and radiating from these warehouses are the benefits and influences of individual selling staffs. Thirty-six years of progressive effort has built our organization to such a point of efficiency that the following comment was made by one of our American clients—a very large organization—"We always consider Tees & Persse as being the most aggressive brokers in Canada—and this is proven by the results they have obtained for us." Operating from Winnipeg are eight missionary and promotion men.

Your Products In Canada

We are essentially brokers and with an organization such as ours we could put any pressure you may desire upon the field. A quick intensive selling plan or the longer and more thorough educational plan. You would have the equivalent of 7 selling organizations—one in each section shown on the map. Is there a field for your product in Canada? Let us give you some actual figures and some of the exceptional information relative to the people of Western Canada.

Your products will be given the stamp of the Tees & Persse quality goods. "Birds of a feather flock together"—where quality is already located you look for additional quality.

Let Us Get Together

To obtain the most thorough distribution and have your products sold by the right men—Tees & Persse organization is at your service. Our knowledge of Western Canada is the result of 36 years of organization building. We have grown with the West—that's progress. Your products need introduction—that's selling. Let us get together.

TEES & PERSSE, LIMITED

Regina
Moose Jaw
Calgary

WINNIPEG

Edmonton
Saskatoon
Ft. William

TOMATO CATSUP

AYLMER BRAND

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES	GLASS AND STONE JUGS
8 oz. 12 oz. 17 oz.	1 GAL.
2 DOZEN TO CASE	4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

RICE FLOUR

Healthy and Nourishing

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

Wholesome and Nutritious

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.

ORIENTAL PRODUCTS

Desiccated Cocoanut, Cocoanut Oil, Rice, Beans, Preserved Ginger, etc.

Our quotations are very attractive.

Dodwell & Co., Ltd.

Importers and Exporters

VANCOUVER, B.C.

Head Office at Exchange Chambers, St. Mary Axe., London, E.C., England

Branches at

Hong Kong, Shanghai, Foochow, and Hankow, China. Yokohama, Kobe and Tokio, Japan, Colombo, Ceylon. New York, N.Y., U.S.A. Seattle and Tacoma, Wash., U.S.A. Portland, Ore., U.S.A. San Francisco, Cal., U.S.A. Victoria, B.C., Canada. Antwerp, Belgium.

To Manufacturers and Packers

It is your duty to secure the most efficient sales and distributing organization possible.

We owe it as a duty to you and ourselves to give it. Years of experience in the West enables us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

It is not our policy to make extravagant promises but we can give you a service that brings results.

Watson & Truesdale

Regina Saskatoon WINNIPEG Calgary Edmonton

For
Sandwiches
Croquettes
Scallops
Salads
Seasoning

Folder of
Appetizing
Recipes
furnished
with all
Orders

MANUFACTURERS, BLENDERS AND PACKERS OF

FISH PRODUCTS

SCOTCH SNACK

Something New in a Delicious, Pure, Appetizing Fish Blend

with a SNAPPY NAME and CATCHY LABELS—put up in GLASS.

The Neatest Package on the Market.

RETAILS AT 30c and 50c Ontario, Montreal and Maritime Provinces; 35c and 60c Western Canada.

WILL EARN 25% on GROSS SALES.

SEND YOUR WHOLESALER AN ORDER TO-DAY for a SAMPLE DOZEN OR MORE OF EACH SIZE.

WE WILL GUARANTEE THE SALE or **TAKE BACK ALL UNSOLD SCOTCH SNACK.**

ARGYLL BUTE,

637 ST. URBAIN STREET, MONTREAL

Phone East 8271

Ontario Selling Agent:

Walter S. Bayley, 20 Front Street East, Toronto, Main 2226

Western Agents: Watson & Truesdale - - Winnipeg

West, Taylor, Bickle & Co., Limited

Norwich, Ontario, Canada

Manufacturers of

HIGH GRADE BROOMS

of the following brands:

I Carpet, Regina, Earl Grey, Oxford, Extra Carpet, on red or yellow polished handles.

Alberta, 6 Carpet, Gem, 7 Carpet, on selected, oiled handles.

3 Warehouse, I Warehouse, I Cable Corn and Split Hickory, with one or more No. 9 gauge wire band and heavy warehouse handles, suitable for factory use.

REPRESENTED BY

Watson & Truesdale, Winnipeg; Dominion Brokerage Co., Edmonton; W. C. Shaw Co., Montreal, 11 St. Sacrament Street; Fleming & Laidlaw, Halifax, 71 Henry St.

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax . N.S.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER - - 143-153 UNIVERSITY AVE., TORONTO

BOOTH FISHERIES CO.
OF CANADA, LIMITED
TORONTO

PRODUCERS OF

OCEAN, LAKE AND RIVER FISH

Fresh, Canned, Frozen, Salted, Smoked

Let us quote you on the first quality kind that your customers expect, right from the Producer to You.

Plants at Prince Rupert, B.C.; Port Arthur, Wiarton, Kingston, Ontario; Montreal, Quebec; Winnipeg, The Pas, Winnipegosis, Selkirk, Manitoba.

SARDINES

Canneries at St. Andrews, N.B., and St. John, N.B.

Ask or write any Wholesale Grocer, Distributor or our Representatives:

R. F. Cream Co., Ltd. - - - - - - - Quebec
F. G. Evans Co., Ltd. - - - - - - Vancouver
J. W. Gorham & Co. - - - - - - - - Toronto
C. A. Munro - - - - - - - - - St. John, N.B.
Watson & Truesdale - - - - - - Winnipeg
Watt & Scott, Ltd. - - - - - - - Montreal
Globe Trading Co. - - - - St. John's, Nfld.

Canadian Sardines Packed for the Canadian Trade.

BOOTH FISHERIES CO. OF CANADA, LTD.

QUALITY AND SERVICE

F. D. Cockburn is known by the Trade from Quebec City to the Rockies

Personality a factor in the success of the F. D. Cockburn Company

F. D. Cockburn, manager of The F. D. Cockburn Co., knows the Western field thoroughly and puts into the work of this thriving organization all the experience and knowledge acquired through years of active participation in the industrial life of the West. Mr. Cockburn's personality, too, is no small factor in the success of this popular Western House.

That the firm of Cockburn is well regarded in manufacturing circles is indicated by the fact that these agents have for years represented such well known firms as:

Pugsley, Dingman & Co., Ltd., Toronto, Ont.; John Taylor & Co., Ltd., Toronto, Ont.; Shurly & Derrett, Ltd., Toronto, Ont.; Quaker Candy Co., Toronto, Ont.; James Epps & Co., Ltd., London, England; W. Symington & Co., Ltd., Market Harborough, Eng.; Peter MacNutt & Son, Malpeque, P. E. Island; Jireh Food Co., Maitland, Ont.; Wm. Edge & Sons, Ltd., Bolton, Eng.; Canada Preserving Co., Ltd., Hamilton; John Bull Mfg. Co., Hamilton.

Reliability and Aggressiveness, a wide connection, a prestige for handling only the highest line of goods—these are the ear-marks of the F. D. Cockburn Co. They are factors worthy the consideration of any manufacturer who seeks a real, live Western Brokerage firm to push his line in this big field.

F. D. Cockburn Co. are now open to receive one or two more lines of quality and will give them the aggressive representation that ensures success in Western territory.

Shurly & Derrett, Limited

1080 Bloor Street West

Toronto

Manufacturers of

Twines of All Kinds

Fish Lines

Clothes Lines

Cotton and Jute Rope

Representatives:

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg, Man.

A. T. Chambers, 505 W. Hastings St., Vancouver, B.C.

Jas. Brodie, 34 Bank of Ottawa Bldg., Montreal, Que.

J. R. GENEST
Vice-President

J. EDGAR M. GENEST
Managing Director

A. L. GENEST
President

We Want Agencies

Manufacturers—Look—Here

LET US REPRESENT YOU IN THE PROVINCE OF QUEBEC
OUR TRAVELLERS COVER THE TERRITORY THOROUGHLY

We require agencies for the following products:

Canned Vegetables, Fruits, Fish, etc. Also Jams of all kinds, Preserved Fruits, Flour, Cereals and Food Products.

Big demand for the above lines in Quebec Province. If you are interested in marketing your goods in this Province, get in touch with us immediately.

REFERENCES: ROYAL BANK OF CANADA

English and French Manufacturers of Foodstuffs—Now is your opportunity to get on the Canadian market.

GENEST, GENEST, LIMITED

BOARD OF TRADE BLDG. MONTREAL, QUEBEC

The House of Scott-Bathgate Co., Ltd.

What it stands for

The steady growth and development of our business indicates progressiveness.

Service, Integrity and Reliability are the corner stones on which our business has been built.

The Home of the Scott-Bathgate Co.

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns.

Seven of our salesmen do retail selling exclusively.

Mr. Scott

We are agents for Christie's Biscuits and Robertson's Confectionery.

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Mr. Bathgate

We are always glad to furnish those interested with particulars of our organization, financial standing, etc., and information about the Western Market.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents

A SALES force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.
If you want results, get in touch with us.

Note the strategic location of our Offices—

WINNIPEG
MANITOBA

EDMONTON
ALBERTA

CALGARY
ALBERTA

REGINA
SASKATCHEWAN

VANCOUVER
BRITISH COLUMBIA

SASKATOON
SASKATCHEWAN

Also LONDON ENGLAND
60 CHEAPSIDE E.C.

QUEBEC MARKETS

MONTREAL, March 26.—There are many changes this week of an upward nature and a few declines. The markets are generally steady and the volume of trade will increase with a clearing-up of the roads, but which will be deferred some little time yet.

Coffee Essence Up; Rosin Down

Montreal

VARIOUS LINES.—Coffee essence has advanced in price. The small size is advanced from $2.50 to $3 per dozen; medium, $4.50 to $5.25, and the large, $8.50 to $10. Khovah custard powder is up 10c to $1.35 per dozen. Rosin is reduced 1c per pound to 6c for "G" in barrel lots, gross weights considered. Barsalou soap powder in bulk is down 1c to 7½c-7¾c per pound.

Blues Are Up; Lobster Will Be

Montreal

BLUES, LOBSTER.—Blues of Keen's make are higher. The quotation now is 24c per pound in small lots, or in cases, 23½c. Lobster of new pack is higher, and half pound tins which sold at $4 per dozen before are expected to be worth $5.10, and the 1 pound flats and talls selling last year at $6 will be sold at $9.70.

Firm Undertone For Sugars

Montreal

SUGAR.—The steadiness of the market continues, and from all sources the same confidence is expressed in the maintenance of the price basis for some time to come. There is a steady and satisfactory delivery at present, and the trade is reasonably good.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 9 95
Icing, barrels	10 15- 10 30
Icing (25-lb. boxes)	10 55- 10 70
Icing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	18 85- 10 95
Do., 2-lb. pack.	11 95- 12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 55
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

Canned Goods On the Move

Montreal

CANNED GOODS.—The movement of canned goods is reported fair, and with the return of spring there will be a resumption of a much better trade, some believe. The demand is better for fruits than for vegetables and prices are steadily held without change.

Canned Fish—		
Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	....	4 62½
Do., ½-lb. flats	....	2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	....	2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	....	1 87½
Pale, 1 lb., doz.	....	2 37½
Pinks, ½-lb., doz.	....	1 62½
Cohoes, 1-lb. talls	....	3 75
Cohoes, 1-lb. flats	....	2 25
Cohoes, ½ lbs., flat	....	1 75
Herrings, kippers, dz. (4 dz. case)	....	2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	....	1 00
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	....	2 45
White Springs (1s)	....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	....	2 25
Labrador salmon, 1-lb. flat	....	3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	....	1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.	....	2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb., doz.	....	6 00
Do., 1-lb. flats	....	7 00
Sardines (Amer. Norweg'n style)	....	14 50
Sardines (gen. Norwegian)	....	22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	....	32 00
Scallops, 1-lb., doz.	....	3 25
Scotch Snack, No. 1, dz., Montreal	....	2 50
Do., Eastern trade	....	2 65
Do., Winnipeg and Western	....	2 85
Scotch Snack, No. 2, doz.	....	4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)	....	6 75
Clams (river) (1 lb.), doz.	....	2 25
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	....	4 00
Beans, Golden Wax	1 95	1 97½
Beans, Refugee	....	....
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)	....	2 45
Corn (on cob), gallons	....	7 50
Spinach, 30	....	3 00
Do. (wine gals.)	....	10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	....	1 35
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 85	1 90
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	....	1 57½
Potatoes, Can. sweet, 2½-lb tins	....	....
Do., 2-lb. tins	....	2 75
Olives (in bls, 49 wine gals.), gal.	....	1 35
Specialties		Per gal.
Olive oil (pure), 1 gal. tins	....	7 50
Do., ¼ gal. tins	....	3 00
Do., 5 gal. tins	....	7 00
Tomato Paste, 100 tins (case)	....	32 00
Do., 200 tins (case)	....	33 00
Do., 12-10 lbs.	....	39 00
Salad oil (bbls. 50 gals.), gal.	....	2 50
Olives, Queen, gal.	....	1 45
Canned Fruits, Heavy Syrup—		
Apples, 2½s, doz.	....	1 55
Do., 3s, doz.	....	1 60
Do., gallons, doz.	....	4 50
Blueberries, 2s	....	1 90
Currants, black, 2s, doz.	....	4 00
Do., gallons, doz.	....	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	....	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	....	2 50
Do., No. 2	2 75	3 00
Do., 2½	3 25	3 75
Pears, 2s	2 50	2 65
Do., 2½s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2½s		4 50
Plums - Lombard	1 90	2 00 2 10
Gages, Green, 2s		2 40
Do. (light syrup, 2s		2 00
Raspberries, 2s	4 00	4 10
Do., 2½s		2 60
Strawberry, 2s	3 92½	4 00

Jobbers Report Small Bean Sales

Montreal

BEANS, PEAS.—Beyond a continued dearth of large orders there is little new feature in beans or peas. Jobbers would welcome a greater volume of actual business, but with all sources supplied on a satisfactory basis from stock, and with orders small, there is a lethargic condition from a trading standpoint.

Beans—		
Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	....	4 50
Yellow Eyes	....	5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 60
Peas, split, new crop (98 lbs.)	....	5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	....	4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

Rice Has Moved; Price is Held

Montreal

RICE, TAPIOCA.—Jobbers report a fair and steady amount of business in this market and there is no reduction of price on the various grades. Some look for a firming of the market as shipping becomes available for transporting any surplus to Europe. Stocks are much smaller than they were some months ago, it is stated.

Ice Drips—Japan (per 100 lbs.)	....	11 25
Carolina	13 00	13 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Rangoon "B"	....	8 50
Rangoon CC	....	8 10
Mandarin	....	10 00
Pakling	8 60	8 70
Tapioca, per lb. (seed)	....	0 11½
Tapioca (pearl)	....	0 11½
Tapioca (flake)	....	0 11

Nuts Generally Are Firmer

Montreal

NUTS.—There is a tendency to higher levels for nuts of various kinds. Almonds and walnuts are steadily firm and advances are not unexpected, while even peanuts are steadily firm and somewhat higher at growing points. There is no indication of reduced prices coming into effect at this time.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	....	0 70
Brazil nuts (new)	0 22	0 23
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 21	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 21
Large	0 16	0 17
Medium	0 12½	0 14
Shelled, No. 1 Spanish	0 15½	0 16
Salted Spanish, per lb	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	....	0 14
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32

Pecans, New Orleans, No. 2	**0 21**	**0 24**
Pecans "paper shell," extra large Jumbo	....	**0 60**
Walnuts (Grenoble)	**0 29**	**0 35**
Walnuts (new Naples)	**0 16**	**0 18**
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

Note Jobbers sometimes make an added charge to above prices for broken lots.

Raisins Scarce; Will be High

Montreal

DRIED FRUITS.—In a general sense there is a decidedly firm market for dried fruits. Apricots, pears and apples are all firm and there is a good demand for supplies yet from abroad. Raisins are scarce and high. One importer reports that he had purchased a large quantity of these in a Canadian city. Before he had taken delivery the party selling again bought these back at an advance. There is said to be a real shortage of large supplies and prices may go higher.

Apricots—		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	....	**0 30**
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 22	0 23
Faced	....	**0 19**
Choice	**0 20**	**0 24**
Extra choice	**0 21**	**0 24**
12 oz., per pkge.	**0 16**	**0 18**
Pears	0 22½	0 24
Drained Peels (old)—		
Citron	....	**0 46**
Lemon	....	**0 40**
Orange	**0 41**	**0 43**
Drained Peels (new)—		
Lemon	**0 40**	**0 41**
Orange	**0 42**	**0 43**
Citron	**0 47**	**0 48**
Cut mixed (1-lb. cartons), doz.	**4 10**	**4 80**
In 36 1s, case	....	**12 75**
Cut, 10-lb. boxes (lb.)	....	**0 48**
Raisins—		
Bulk, 25-lb. boxes, lb.	....	0 17½
Malaga, table box of 22 lbs., 3-crown cluster, $8.75.		
crown, $7.50; 6 crown cluster, $7.00-		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins	....	....
Do., 5 cr.	....	2 25
Muscatels, loose, 3-crown, lb.	....	....
Do., 4 cr.	....	....
Muscatels, loose, 2-crown	....	....
Do., 6 cr.	....	....
Choice seeded, 12 oz.	....	0 10¾
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkge	0 11¾	0 12
Do., 15 oz. pkge	0 14	0 14½
Do., bleached, 15 oz. (choice)	....	0 15
Do., (fancy)	....	0 15½
$5.50; 4-crown cluster, $6.50-$6.75; 5		
Valencias, selected	....	0 11½
Valencias, 4-crown layers	....	0 11½
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	....	0 28
Cartons	....	0 32
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	....	0 13
80 lb. Ainslia	....	0 28
12 oz.	....	0 26
Do new	....	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	....	7 00
Do., Dromedary (36-10 oz.)	8 00-8	50-8 64
Packages only, Excelsior	....	0 20
Packages only	0 19	0 20
Do., Dromedary	....	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	....	5 40
Do., (28 8-oz. bxs)	....	3 50
Do., (12 10-oz. bxs)	....	2 20
Figs (cooking), 50-lb. boxes, lb.	....	0 16
Prunes—		
California (25-lb. boxes)—		
30-40s	....	0 25
40-50s	0 19	0 24
50-60s	....	0 22
60-70s	....	0 20
80-90s	....	0 16
90-100s	....	0 14
50-lb. boxes, 80-90s	....	**0 14½**
90-100s	**0 13**	**0 14**
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon, 30-40s	....	0 23
50-60s	....	0 22
60-70s	....	0 18½
70-80s	....	0 17½

Cinnamon, Pepper, Cream Tartar Down

Montreal

SPICES.—As pointed out in CANADIAN GROCER last week, the tendencies of the market have been easier, and actual reductions are now in effect, cassias, cinnamon, cream of tartar and black pepper all being revised to lower levels. There is just a fair movement to the trade.

Allspice	**0 20**	**0 22**
Cassia (pure)	0 35	0 40
Cinnamon		
Rolls	....	0 35
Pure ground	0 35	0 40
Cloves	....	0 65
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	**0 30**	**0 40**
Ginger (Cochin or Jamaica)	....	**0 30**
Mace	0 80	1 00
Mixed spice	**0 30**	**0 32**
Nutmegs, whole	0 45	0 65
Do., ground	0 70	0 80
Pepper, black	0 40	0 45
Pepper, white	**0 48**	**0 50**
Pepper (Cayenne)	**0 35**	**0 37**
Pickling spice	**0 25**	**0 27**
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	....	1 30
Cardamon seed, per lb., bulk	....	**2 00**
Carraway, Dutch, nominal	**0 80**	**0 90**
Cinnamon, China, lb.	....	**0 30**
Cinnamon, per lb.	....	**0 35**
Mustard seed, bulk.	**0 35**	**0 40**
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Corn Syrups Are Very Firm

Montreal

SYRUPS, MOLASSES.—The strength of the corn market has been such as to make a very firm undertone all around, and it is not improbable that if present corn levels hold, corn syrups will move up. There is not a great deal of heavy buying, but in view of the market's strength the movement has appreciably increased for syrup. Molasses is steady and unchanged, and while prices on new crop are not announced, it is expected by some that the levels will be somewhat lower than they were last year.

Corn Syrup—	
Barrels, about 700 lbs.	0 06¾
Half bbls.	0 07
Kegs	0 07¼
2-lb. tins, 2 doz. in case, case	4 55
5-lb. tins, 1 doz. in case, case	5 15
10-lb. tins, ½ doz. in case, case	5 85
20-lb. tins, ¼ doz. in case, case	5 80
2-gal. 25-lb. pails, each	2 00
3-gal. 38½-lb. pails, each	3 15
5-gal. 65-lb. pails, each	5 25
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 05
5-lb. tins, 1 doz. in case, case	5 65
10-lb. tins, ½ doz. in case, case	5 35
20-lb. tins, ¼ doz. in case, case	5 30
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Prices for Island	Prices for Montreal
Puncheons	....	1 03
Barrels	....	1 06
Half barrels	....	1 08

For outside territories prices range about 3c lower.

Syrup Weather Will Improve Supplies

Montreal

HONEY, MAPLE PRODUCT.—The present weather conditions are favorable to a good yield of sap, and if the cold nights and warm days continue there should be a satisfactory yield. The present basis of prices for syrup and sugar is unchanged and there is not a great deal of movement. Honey is steady and fairly active.

Maple Syrup		
10-lb. cans, 6 in case, per case		$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 60
Maple Sugar (nominal), small lots	0 26	0 28
Honey, Clover—		
Comb (fancy)	....	**0 30**
Comb (No. 1)	....	**0 28**
In tins, 60 lbs.	....	**0 26**
30-lb pails	....	**0 27**
10-lb. pails	....	**0 28**
5-lb. pails	....	**0 28**
Honey Buckwheat, tins or bbls.	....	0 22

Coffee is Up One Cent Pound

Montreal

COFFEE, COCOA.—An advance of 1c per pound is made in the price of various coffees, and this is in definite accord with the firming tendencies referred to in last week's CANADIAN GROCER market report. There is a decided firmness. Cocoa is steadily held without change and a good movement continues.

Coffee, Roasted—		
Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 34	0 37
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)	....	0 24
Do., 100-lb. bbls. (lb.)	....	0 25
Do., 50-lb. cans (lb.)	....	0 26

Best Teas Firm; Will Rule So

Montreal

TEAS.—The market is ever firm for teas of the better grade. Two of the larger distributors stated this week to CANADIAN GROCER that there was every indication of the higher qualities being high, and with demand for these promising to be big there is little likelihood of the surplus being large, though it will be some weeks before first pickings are available.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	....	11 20

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Cereals Now Move; Oats May Firm

Montreal

CEREALS.—There is a better movement of various cereals, and this is taken to indicate a moving out of stocks held by the retail trade down to this time.

The oat market is such as to justify prices being much higher for rolled oats, say the millers, and some anticipate advances again. In the meantime there is no change. The range on cornmeal is a trifle better, this being from $4.50 to $4.75 for the best.

Self-raising Flour—		
3-lb. pkgs., doz.		2 85
5-lb. pkgs., doz.		5 60
Cornmeal, Gold Dust	4 50	4 75
Cornmeal	3 20	4 15
Barley, pearl	6 00	6 50
Barley, pot, 98 lbs.		4 00
Barley (roasted)		7 50
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 00	4 25
Rolled oats (family pack.), case		5 60
Rolled oats (small size), case		2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack.)		5 80
Rye flour (Can.), 98 lbs.	5 75 6 05	6 25
Tapioca flour, lb.	0 15	0 16

Bran and Shorts Sold Actively

Montreal

FEEDS.—While there has been some dearth of supply, it is said that stocks of bran and shorts have been ample for the past short while to meet requirements when distributed. The near approach of spring weather has served to make the outlook more favorable, for the farmers will soon be turning their herds out. Oat feeds are steadily firm and may be moved up if grain prices continue to soar as they have done.

FEEDS

Shorts—		
Mixed cars		$42 25
Straight cars	$44 50	47 00
Bran—		
Mixed cars		40 25
Straight cars	43 00	45 00
Crushed oats	54 00	60 00
Barley chop	47 00	55 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal		52 00
F.O.B. Fort William		48 00

Flour Demand is Erratic

Montreal

FLOUR.—There is not a great deal of satisfaction, say the millers in the flour situation. Business will be fair for a day or so and then relapse into its former quiet state. The export trade cut off, there is little demand, and the situation as to prices is unchanged.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.		11 00
Per bl., in (2) cotton bags, 98 lbs.		11 15
Small lots, per bbl. (2) jute bags, 98 lbs.		11 30

Hay is Higher; So Are Oats

Montreal

HAY, STRAW, GRAIN.—Hay has advanced in price one dollar per ton and there is a fairly good demand. The increase is due to poorer delivery by the farmers, who find the roads very bad for travel. Oat prices are again advanced this week from 2c to 5c per bushel being added to the former quotations.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton		$26 00
Do., No. 2		25 00
Do., G. M.		23 00
Do., No. 3		23 00
Straw		10 00
Oats—		
No. 2 C.W. (34 lbs.)		0 88
No. 3 C.W.		0 83
Extra feed		0 83
No. 1 feed		0 81
No. 2 feed		0 78
Barley—		
No. 3 Extra		1 12

Note:—These prices are at elevator and bags and bagging are not included.

Fruits Are Steady And Selling

Montreal

FRUITS.—There is really no actual change in the price basis this week and a steady demand exists for best fruits of the popular varieties. The deliveries are very good from outside points and the trade well supplied with seasonable varieties of fruit.

Ben Davis		9 00
Baldwins		9 50
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00
Spys	10 00	12 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Wagners	9 00	10 00
Apples (in boxes)		4 25
Winesaps (box)		4 75
Bananas (fancy large), bunch	5 00	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapes—		
Spanish Almeria, keg (heavy)		16 00
Do., (med.)	7 50	8 00
Grapefruit (fancy Porto Rico)	4 75	5 00
Lemons (fancy new Malagas)		6 00
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Calif. (200 size)	7 00	7 50
Oranges, Calif., navels	6 00	6 50
Oranges (Mexican)		4 50

Carrots and Onions Are Moved Up

Montreal

VEGETABLES.—The strength of the market for coarse vegetables is occasioned by the inferior quality found in much of the supply. Carrots are selling at $2 per bag for the better variety and parsnips at $2.50, these prices being very high. Onions are also very much higher and are selling at $3 per bag. The quality has been deteriorating in some cases, it is reported.

Beans, new string (American) basket		5 00
Beets, bag		1 00
Brussels sprouts, quarts		0 25
Cucumbers, Boston (doz.)		6 00
Cauliflower (imported), doz.		3 50
Cabbage, bbl.	1 50	1 75
Carrots, bag		2 00
Celery (Wash.), doz.		2 50
Horseradish, lb.		0 20
Lettuce (curly), box (3-4 doz.)		3 00
Lettuce, Boston, box		4 00
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 25
Basket (about 3 lbs.)		3 00
Onions, Can., bag (75 lbs.)		3 00
No. 1 Yellow (75 lbs.)		3 00
No. 1 Red (75 lbs.), crate		3 00
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		1 00
Parsnips, bag		2 50
Parsley (Canadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal new (90-lb. bag)		1 50
Potatoes (New Brunswick), bag	1 50	1 75
Potatoes (sweet), hamper	3 50	
Romane		0 50
Spinach, box		1 00
Turnips, per bag, Montreal		1 50
Turnips, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates	6 00	7 00
Watercress (Can.)		0 60
Spinach, bbls.		4 00

ONTARIO MARKETS

TORONTO, March 26.—There have been a number of changes during the week, but few of them are of first importance. There is a markedly stronger feeling in several lines, notably tea and coffee, and a general dullness in the market for sugar, and for beans and sago and tapioca. Otherwise the market for the week in general grocery lines is somewhat lacking in interest.

Sugar Market Dull; Supplies Ample

Toronto.

SUGAR.—Despite the fact that the new summer rate is in effect which means a noticeable reduction in freight charges and consequently in price, there is no evidence of any keen desire to take advantage of this opportunity. As a matter of fact the sugar market is very dull at the moment, with no indication of any immediate improvement in the demand. There are ample stocks reported to meet all the requirements of the trade. Prices remain as follows:

Atlantic, extra granulated	$10 16
St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c. barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses Firm; Demand Good

Toronto.

MOLASSES.—Under practically unchanged prices there has been a fair demand for molasses and syrups. The situation in both molasses and syrups shows no change.

Corn Syrups—	
Barrels, about 700 lbs., yellow, per lb.	$0 06¾
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 05
Cases, 5-lb. tins, white, 1 doz. in case	5 65
Cases, 10-lb. tins, white, ½ doz. in case	5 35
Cases, 2-lb. tins, yellow, 2 doz.	

in case	....	4 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 15
Cases, 10-lb. tins, yellow, ½ dz. in case	....	4 85
Cane Syrups—		
Barrels and half barrels, lb.	0 08	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case	....	7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.	....	0 44
West India, No. 10, kegs	....	6 50
West India, No. 5, kegs	....	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	....	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	....	5 20
Tins, No. 2, baking grade, case 2 doz.	....	3 50
Tins, No. 3, baking grade, case of 2 doz.	....	4 70
Tins, No. 5, baking grade, case of 1 doz.	....	3 75
Tins, No. 10, baking grade, case of ½ doz.	....	3 60
West Indies, 1⅛s, 48s	....	6 95

Prices Unchanged Under Fair Movement

Toronto.

CANNED GOODS.—There has been little change noted during the week. There has been a fair demand in most lines. A price of $4.25 a doz. has been made on Alaska Reds talls, and some tomato quotations are showing a little higher range, otherwise the list prices are practically unchanged.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 95
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	....	3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 65	1 92½
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	....	2 35
Pumpkins, 2½s	0 90	1 00
Spinach, 2s, doz.	....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	....	10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	....	2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	....	4 50
Strawberries, 2s, H.S.	....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	....	0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	....	0 98
Gooseberry, 4s, each	....	0 84
Peach, 4s, each	....	0 82
Red currants, 16 oz., doz.	....	3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Prepared Coffees Again on Market

Toronto.

MISCELLANEOUS. — George Washington coffee, that has been off the market for some months past, is once more available. It is quoted at the following figures: Smalls, $3.55; medium, $7.10; large, $11.15. Barrington Hall coffee in tumbler four dozen cases have advanced to $4.62. Bird's custard powder is quoted $1.70 a dozen; Brasso No. 6, $2.25 a dozen; K1 five string brooms, $9.00 a dozen; Artificial Extracts in the 10 cent bottle show a decline of 5 cents a dozen.

Seedless Raisins Short; Demand Good

Toronto.

DRIED FRUITS.—There have been no price changes in dried fruits during the week. Conditions as a whole are very satisfactory, demand for most dried fruits being exceedingly good. Seedless raisins and California bleached are very scarce.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	....	0 16¾
Do., fancy, 25s	....	0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange	....	0 45½
Citron	0 47	....
Currants—		
Grecian, per lb.	0 26	0 28
Australians, recleaned, lb.	....	0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	....	7 00
Dromedary dates, 3 doz. in case	....	8 00
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Prunes—		
30-40s, per lb.	....	0 18
40-50s, per lb.	....	0 19
50-60s, per lb.	0 16½	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14¼
90-100s, per lb.	0 11¾	0 12½
100-120s, per lb.	0 09¾	0 10½
Peaches—		
Standard, 25-lb. box, peeled	....	0 24
Choice, 25-lb. box, peeled	....	0 25
Fancy, 25-lb. boxes	....	0 22
Practically peeled, 25-lb. boxes	....	0 22½
Extra choice, 25-lb. box, peeled	....	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	....	0 17
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 14½	0 15
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s	....	0 13

Rise Somewhat Easier; Also Tapioca

Toronto.

RICE.—There is a somewhat easier feeling on the rice market, though most grades remain unchanged in price. Blue Rose Texas shows a slight decline, being quoted $11 to $11.25. Tapioca and sago also both show a slightly weakened feeling, being quoted 11½c to 12c.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	....	8 75
Do., Simiu	....	11 00
Do., Mujin, No. 1	....	10 50
Do., Pakling	....	10 00
Tapioca, per lb.	0 11½	0 12
White Sago	0 11½	0 12

Some Demand for Beans; Stocks Heavy

Toronto.

BEANS.—There has been a somewhat better demand for beans since the prices declined, but even at that the demand is not very keen, and there are very substantial stocks on hand. There have been no marked price changes, but there continues to be an easier feeling on the market.

Ontario, 1-lb. to 2-lb. pickers, bu.	....	$3 75
Do., hand-picked	....	4 25
Japanese Kotenashi, per bush.	....	4 50
Rangoons, per bushel	....	3 00
Limas, per pound	0 12½	0 13

Teas in Strong Position; Advances Expected

Toronto.

TEAS are in a very strong position at the present time, stocks are growing very light and there is unquestionably more of a tendency toward buying among the trade. It is generally conceded that stocks could not be replaced under a three cent advance in price. There is a very general feeling that the trade will have to revise its ideas in the matter of tea prices and be prepared for higher figures.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	....	0 50
Second pickings	0 40	0 45
Hyson Thirds, lb.	0 40	0 45
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

All Grades Coffee Advance Three Cents

Toronto.

COFFEE.—The advance in coffees that has been forecast in recent issues of CANADIAN GROCER has become effective this week, a general advance of approximately three cents a pound being noted. All spot stocks bought at favorable prices have been exhausted and many dealers are having to meet their trade demands from recent importations bought at high prices. The scarcity and delay in shipments has entailed a considerable hardship upon many coffee roasters, who have had to buy on a rapidly advancing market, and to compete against lower priced spot stocks.

Coffee—		
Java, Private Estate	$....	$0 45
Java, Old Government, lb.	0 45	0 48
Bogotas, lb.	0 42	0 47
Guatemala, lb.	0 42	0 44
Mexican	0 42	0 44
Maracaibo, lb.	0 39	0 41
Jamaica, lb.	0 36	0 38
Blue Mountain Jamaica	....	0 45
Mocha, lb.	0 44	0 46
Mocha, Arabian, lb.	0 46	0 48
Rio, lb.	0 30	0 32
Santos, lb.	0 37	0 38
Santos, Bourbon, lb.	....	0 38
Ceylon, Plantation, lb.	0 44	0 45
Chicory, lb.	....	0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Spice Unchanged; Demand Fair

Toronto.

SPICES.—There is a fair general demand for all lines of spices, but no

tendency toward any change in prices.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 60
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test	....	....
2-oz. packages, doz.	....	2 00
4-oz. packages, doz.	....	3 50
8 oz. tins, doz.	....	6 75

Package Goods Prices Remain Unchanged

Toronto.

PACKAGE GOODS.—There has been no change noted in any of these lines during the week, the trade in general report a fair business in these lines.

PACKAGE GOODS

Rolled Oats, 20s round, case	....	$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	....	4 00
Do., Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	....	4 50
Porridge wheat, 36s, regular, case	....	6 00
Do., Do., 20s, family, case	....	5 80
Cooker Package Peas, 36s, case	....	3 60
Wheat Flakes, 24s	....	5 20
Cornstarch, No. 1, lb., cartons	....	0 11
Do., No. 2, lb. cartons	....	0 09½
Laundry Starch, in 1-lb. cartons	....	0 11¼
Do., Do., in 6-lb. tin canisters	....	0 12¾
Do., Do., in 6-lb. wood boxes	....	0 12¾
Potato Flour, in 1-lb. pkgs.	....	0 20

Peanuts Show Slight Decline

Toronto.

NUTS.—With the exception of peanuts which show a slightly easier feeling, there has been no change in the situation during the week. Stocks are comparatively light, and there is every probability that prices will be maintained.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	....	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 16	0 20
Pecans, lb.	....	0 30
Cocoanuts, Jamaica, sack	....	7 50
Peanuts, Jumbo, roasted	0 18	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 79	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 16
Brazil nuts, lb.	....	0 35

Honey in Light Demand; Prices Easier

Toronto.

HONEY.—There is practically no market at the present time for honey. Buyers are few and there is a possibility of further declines. Maple Syrup will be on the market shortly. Advance quotations show the following prices: 8½ lb. tins, 10 to case, $15.75; Wine half-gallon, 12 to case, $14.00; Imperial 5-gallon cans, 1 to case, $12.00; Wine quart tins, 24 to case, $14.00; Wine gallon cans, 6 to case, $13.00.

Honey—		
Clover, ½-lb. tins	0 25	0 28
5-lb. tins	....	0 27
10-lb. tins	0 25	0 26
60-lb. tins	0 25	0 26
Buckwheat, 60-lb. tin, lb.	0 15	0 21
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	....	3 00

Corn Products Advance, Hominy Also

Toronto.

CEREALS.—There is a much stronger feeling in cereals. Gold dust cornflour, hominy grits and pearl hominy all show an advance of ten cents. This is a result of the firmer feeling on the grain market. Oat products are in a very strong position, and it is expected that advances will be noted in these lines in the near future, as present prices do not represent a grain market basis.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	$6 00	$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	....	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 50
Corn flour, white, 98s	4 60	4 85
Do., Government standard, 98s	....	4 25
Hominy grits, 98s	....	4 85
Hominy, pearl, 98s	....	4 60
Oatmeal, 98s	....	4 55
Oat Flour	....	4 50
Rolled Oats, 90s	4 25	4 50
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	....	8 00
Linseed Meal, 98s	....	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	....	5 50
Blue peas, lb.	....	0 10

Above prices give range of quotations to the retail trade.

Flour Sales Light; No Prices Changes

Toronto.

FLOUR.—Sales of flour continue to be light. Export business is not available at the moment and most of the larger mills have closed down, domestic business not being sufficient to care for total output.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	$11 25

Florida Tomatoes Easier; Celery Also Arriving

Toronto.

VEGETABLES.—Shipments in Florida tomatoes have been arriving somewhat more freely during the week, and prices are somewhat easier. Florida and California celery are also on the market and are of a fine quality. Florida cabbage in both cases and hampers are another novelty. Root vegetables generally are inclined to be higher.

Beets, bag	....	0 65
Cabbage, Can., bbl.	....	3 25
Do., Florida, crate	....	7 00
Do., hampers	....	3 25
Cauliflower, Cal., case	....	4 75
Do., Do., pony crate	....	3 00
Celery, Florida, 3s to 6s	7 00	7 25
Do., California	....	14 00
Carrots, bag	....	1 00
Do., Cal., 6 to 10 doz.	....	13 50
Cucumbers, doz.	3 75	4 00
Endives, dozen	....	0 85
Lettuce, head, Cal., 5 doz. boxes	....	6 00
Do., Do., Florida, large hampers	....	7 00
Do., leaf, dozen	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	....	3 00
Do., Do., 100-lb. bag	....	4 00
Do., green Shallots, doz.	....	1 00
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	....	1 00
Peppers, Green, doz.	1 00	1 25
Potatoes, sweet kiln dried, hamper	....	3 50
Potatoes, Ontario, bag	....	1 50
Do., N.B., Delawares, bag	....	1 75
Spinach, Louisiana, bush. hamp's	....	3 00
Tomatoes, Florida, 6 baskets to case, case	6 50	8 00
Turnips, bag	....	....

Fruit Slightly Higher; Cocoanuts Arrive

FRUIT.—There have been some advances in fruits during the week. The better sizes of oranges and grape fruit are quoted a fraction higher. While bananas also are slightly higher in price. The quality however is materially improved. Jamaica cocoanuts have arrived on the market.

Apples—			
Do., Rome Beauty, box	....	3 50	3 75
Do., Winesaps, box	....	....	4 25
Do., Spys, box	....	....	4 00
Do., in Barrels.	No. 1	No. 2	No. 3
Spys	12 00	11 00	....
Bananas, per lb.	....	....	0 08
Grapefruit—			
Florida, 46s	....	....	4 75
Do., 54s	....	5 00	5 75
Do., 64s	....	6 00	6 25
Do., 70s	....	....	6 00
Do., 80s, 96s	....	6 50	7 00
Do., 126s	....	....	6 00
Cuban, 54s	....	4 75	5 00
Do., 64s	....	....	5 50
Do., 70s, 80s	....	....	6 00
Oranges—			
California navels, 100s	....	....	5 50
Do., 126s	....	6 00	6 25
Do., 150s	....	....	6 50
Do., 176s	....	6 75	7 00
Do., 200s 216s, 250s	....	....	7 00
Do., 288s	....	....	7 00
Lemons, Cal., 300s, case	....	4 75	5 00
Strawberries, box	....	....	1 00
Cocoanuts			
Per sack, 100s	....	....	10 50

No Changes Noted in Mill Feeds

Toronto.

MILL FEEDS.—The week has been uneventful as far as mill feeds are concerned. There is a fair demand in evidence but no price changes noted.

	In carlots, track	
Bran, per ton	....	$40 25
Shorts, per ton	$42 25	....

WINNIPEG MARKETS

WINNIPEG, March 26.—Business continues to be very quiet in Western Canada. Jobbers are buying hand-to-mouth on practically everything. There seems to be a general feeling among the buyers that it is up to them to reduce their stocks. However, the trade has been much better during the past week than it has been for some time, but there has been no big buying.

No Changes Expected In Sugar Prices

Winnipeg.

SUGAR AND SYRUP.—All refineries are selling in Winnipeg at the same basis. A representative in Winnipeg of one of the large refineries stated that he did not expect any change in the price of sugar for the next six months at

least. He said he could not see how it could be expected, as refiners bought their raws ahead, and a reduction in freights was the only thing that would cause a drop. Rogers' syrup is arriving here in limited quantities, the price being the same as has prevailed for some time, viz., $6 for 2's.

SUGAR

Granulated	Per 100 lbs.
Best, in barrels	$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags	11 20
Best, in bales, 10x10-lb. bags	11 35
Best, 5-lb. packages, 20 in case	11 40
Best, 2-lb. packages, 50 in case	11 50
Light Yellow—	
In barrels	10 50
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

Feed Prices Advance Two Dollars Ton

Winnipeg.

FLOUR, FEEDS, CEREALS.—Feed prices have advanced $2 per ton this week. Millers attribute this advance to a lack of export demand for flour combined with a light domestic demand. Millers expect large orders for flour from the British Government through the Wheat Export Company, but owing to difficulty in securing tonnage these orders are delayed until some time in April. Millers do not expect the receipt of export orders will affect the local flour market to any extent for some time at least.

Government Standard Flour—	
Cash carload price	$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 50
Rolled oats, pkgs., family size	5 65
Cornmeal, 98's	4 85
Oatmeal, 98's	4 75
Feeds—	
Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isd.	49 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

Firmer Feeling Noted in Rice

Winnipeg.

RICE.—There is a much firmer feeling in the market, and prices are up on Siams. Members of the trade predict that prices will be much higher. They state that the market went too low when the armistice was signed, resulting in holders getting weak-kneed. The result was that rice went to other markets. Now it is firming up.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13¼
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08¼
Tapioca, lb.	0 12¼
Sago, lb., in sacks	0 10¼
Less quantities	0 10¾

Bean Prices Decline; Demand Light

Winnipeg.

BEANS.—The market seems to be going down with a crash in Western Canada. Beans are selling as low as $4.25, whereas not long ago the same beans were selling at about $5.75 a bushel. There are large quantities of Rangoon beans in Western Canada and sales are not very big. The belief of the trade is that the demand for beans will not be heavy until some railway construction has started.

Fruits Will Advance Over Present Price

Winnipeg.

DRIED FRUITS.—The market is very firm, and it is stated that jobbers are selling at lower prices in Winnipeg to-day than in the primary market. The reason for this is that the trade are getting the benefit of the purchases which were made last fall. There has been an embargo on dried fruits and some of the goods which were bought then are just beginning to arrive. Predictions made by a local broker were that prunes were almost sure to advance. Evaporated apples were selling in Winnipeg much lower than in Eastern Canada and were moving very slowly. He predicted, however, that they would have to go up as they were selling in Toronto 1½c higher than here. Currants are moving very slowly here, and there is no change in the market. A car of dates has arrived, which will relieve the situation. There have been no dates here for the last three months. The raisin market is firm in the South, and some packers have advanced their prices 1c per pound. Brokers state they will be very scarce later on when prohibition comes into force in the United States. Stocks of dried fruits in the primary markets are pretty well cleaned up and the market is very firm.

Prunes—	
40-50s, 25-lb. boxes, per lb.	0 18¼
50-60s, 25-lb. boxes, per lb.	0 16¾
60-70s, 25-lb. boxes, per lb.	0 15¾
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s	0 17
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22
Raisins—	
Muscatels—	
1 Crown, 25-lb. boxes	0 12¾
Seeded—Bulk, 25-lb. boxes	0 12¼

Canned Goods Market Shows Uncertainty

Winnipeg.

CANNED GOODS. — Brokers state that the market in Winnipeg is in a very peculiar state as far as the jobbers are concerned. Last week it was stated by a prominent broker here that there were likely to be higher prices before the year was out on all lines of canned goods. If this is so that condition will contrast in a marked degree with the condition existing now. A broker states that all jobbers are selling their stock of canned goods at different prices. Some are selling at absolute cost, and some even below cost. It is stated that they are simply cutting in order to reduce their stocks. Jobbers state that the high prices of the past year have reduced sales, and that they have considerable stocks on hand. The primary market in canned goods shows nothing to warrant a general decline, and reduction being made by individual jobbers is only temporary and is the result of being overstocked.

Corn—		
2s		$4 45
Peas—		
Standard, 24 x 2's		3 25
Tomatoes—		
2½s, Can.	3 80	3 95
Peaches		
Heavy Syrup, 24 x 2s	5 50	5 65
Pears—		
Light syrup, 24 x 2s	3 90	4 15
Plums—		
Lombard, light syrup, 24 x 2s	3 70	4 55
Lombard, heavy syrup, 24 x 2's		3 80
Strawberries—		
2s		8 15
Salmon —		
Chums, 48 x 1-lb. talls		8 40
Pinks, 48 x 1-lb. talls		10 25
Cohoes, 48 x 1-lb. talls		13 75
Sockeye, 48 x 1-lb. talls		16 25
Pinks, 48 x 1-lb.		10 40
Sardines		
100 x ¼s		7 05

Demand For Jam Active; Heavy Export Selling

Winnipeg.

JAM.—The market shows an upward tendency with an active demand for all lines. Stocks are moving freely and difficulty is being experienced in procuring goods to fill orders owing to heavy export demands.

Coffee Advance Slight; Other Advances Probable

Winnipeg.

COFFEE.—The market is reported much firmer with an advance of ¾c. Brokers state that it has been selling too low here. What coffee is being sold now is what was bought last June. Based on to-day's price the jobbers will have to ask a much higher figure for coffee before very long.

Peanuts Decline 2 Cents Pound

Winnipeg.

NUTS.—The market on peanuts is much lower this week, price of peanuts is down 2c per pound.

Tea Market Firm; Prices Remain Steady

Winnipeg.

TEAS.—Java teas are reported to be in active demand. The market is very firm with prices remaining steady.

TEAS

Black, Bulk—	
Broken Pekoe, No. 15, chests, lb	0 46
Do., Orange Pekoe, No. 19, chests, lb.	0 48
Less than chests, one cent per pound more.	
Choice broken Pekoe, No. 10, black, 30 x 3-lb. wooden bxes, lb.	0 50

Little Variety Shown In Fruit Offerings

Winnipeg.

FRUIT.—New varieties of fruit are slow in coming forward, and nothing new is expected on this market for some weeks yet. The small shipments of Florida strawberries which have been received during past weeks have been practically cleaned up. The Florida market is closed and there will be no more strawberries until the Tennessee market opens up in April, when prices

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WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 25.—California Lima beans are selling at 14½c; British Columbia white at 8½c. Corn, twos, $2.35. Evaporated peaches, $26.00. Grapefruit, $4.00. Boxed apples, $4.25 to $4.50.

BRITISH COLUMBIA:

Sugar, granulated		$10 05
Do., yellow		9 40
Do., icing		10 45
Rolled oats, 80s, each		4 40
Flour, Govt. standard, 24s		11 20
49s		11 00
98s		10 80
Cornflour, 98s, per bbl.		13 50
Cornmeal, 98s		11 50
Barley, pot, 98s		0 05½
Do., pearl		0 06
Beans, lima, Manchurian, 100s		0 13½
Do., lima, California		0 14½
Do., white, 100s		0 08½
Do., Kotenashi, 100s		0 08
Rice, Siam, No. 1, per ton		
Do., Do., No. 2, per ton		160 00
Do., China, No. 1, per 40 mats		160 00
Do., Do., No. 2, per 40 mats		140 00
Do., California		226 00
Tapioca, 140s		0 10¾
Sago, 140s		0 10½
Canned tomatoes, 2½s, doz.		2 00
Do., peas, stand., 2s, doz.		1 75
Do., early June, 2s, doz.		1 90
Do., corn, 2s, doz.		2 35
Do., beans, green, doz.		2 25
Do., Do., yellow		2 25
Do., raspberries, 2s, doz.		4 10
Do., strawberries, 2s, doz.		4 25
Do., peaches, 2½s, doz.		3 75
Do., plums, 2s, doz.		2 10
Do., pineapple, 2s, doz.		3 25
Do., pumpkin, 2½s, doz.		1 40
Do., salmon, sockeye, 1s, tall, per case		17 50
Do., cohoes		14 00
Do., pinks		9 50
Do., chums		9 50
Do., pilchards		7 50
Dried Fruits—		
Choice peaches, 25s		0 26
Do., apricots		0 22
Do., apples		0 19
Do., prunes, 70-80, 55s		0 17½
Oranges, run, per case		7 00
Lemons, per case	5 00	5 50
Grapefruit, per case		4 00
California		3 75
Bananas, lb.	0 09	0 09½
Apples—Yellow Newtons, per box	4 25	4 50
Do., Winesaps, per box	4 25	4 50

PRODUCE

Dressed hogs	0 25	0 28½
Breakfast bacon, medium		0 48
Hams, medium		0 39
Pure lard, tierce basis		0 32
Do., compound		0 25
Butter, New Zealand prints		0 54
Do., Alberta Cr., prints		0 54
Margarine, prints		0 34½
Eggs, fresh		
Do., storage		
Cheese, large		0 31½
Do., twins		0 31½
Potatoes, Lillooet, per ton		36 00
Fish—		
Frozen Halibut, per lb.	0 15	0 17
Salmon, Qualla, per lb.		0 10
Salmon, Cohoe, per lb.		0 16
Salmon, Spring, per lb.		0 17

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 25.—Number one creamery butter 54½c, and is very scarce. Eggs are selling at $17.50, with supplies a little better. Cheese, 31 to 32c. Bran and shorts advanced two dollars ton. Smoked hams and evaporated apples, each showed an advance of one cent. Barrington Hall soluble coffee increased 42c dozen; Chase and Sanborn 1c a pound. Red Rose coffee was reduced 4c, presumably to come more in line with others. There has been a temporary reduction of 65c on Gold Dust and Fairy soap. There are no 60-70 prunes offering here. Lemons, $6.25 and $6.50. Dried green peas to arrive, 9½c.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 10½	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 31	0 32
Butter, creamery, lb.		0 54½
Do., dairy, lb.	0 35	0 10
Lard, pure, 3s, per case		18 30
Eggs, new-laid, local		17 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 50	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.	0 18	0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 20	0 22
Prunes, 90-100s		0 16½
Do., 60-70s		
Do., 40-50s		0 21
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 25	6 50
Grapefruit	7 50	8 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., March 25.—There have been sensational increases in local butter prices to conform with higher price in Eastern markets. A record for Regina was established when creamery butter was commanding 58c wholesale here yesterday. Retail prices have gone as high as 65c per pound, but even this is lower than Winnipeg and American prices. It is not anticipated that these prices will be maintained very long. Lard has also advanced 60c per case. Fresh fruits remain high in price. Sweet potatoes are on the market.

Beans, small white Japans, bu.		5 40
Beans, Lima, per lb.		0 12½
Flour, standard, 98s		5 45
Rolled oats, boils		3 65
Rice, Siam, cwt.		8 40
Sago, lb.		0 12
Tapioca, lb.		0 13
Sugar, pure cane, gran., cwt.		10 99
Cheese, No. 1 Ontario, large		0 30
Butter, creamery		0 58
Lard, pure, 3s, per case		19 35
Bacon, lb.		0 47
Eggs, new-laid		0 52
Eggs, storage		0 55
Tomatoes, 3s, standard case		4 25
Corn, 2s, standard case		4 85
Peas, 2s, standard case		3 45
Apples, gal., Ontario		2 85
Apples, evaporated, per lb.		0 18½
Strawberries, 2s, Ont., case		8 50
Raspberries, 2s, Ont., case		8 70
Peaches, 2s, Ontario, case		5 50
Plums, 2s, case		4 00
Salmon, finest Sockeye, tall, case		
Salmon, pink, tall, case		10 25
Pork, American clear, per bbl.		41 00
Onions, ton		59 00
Potatoes, bushel		1 15
Apples, Washington, box	2 30	3 00
Grapefruit		7 50
California oranges		6 50
Pineapples		5 75
Lemons		8 00

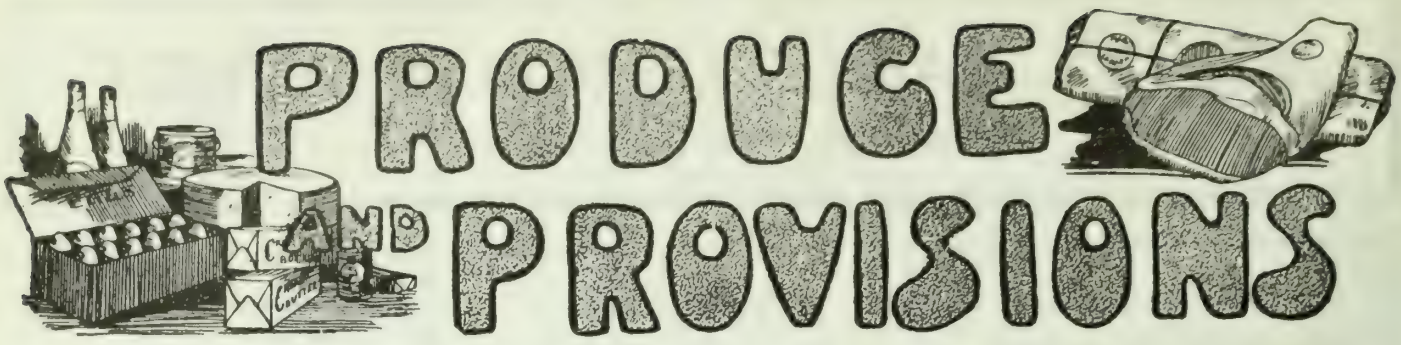
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 25.—The market is steadier this week. Jobbers are not looking for much further reduction. Rice, Siam, $8.75-$9.00; cheese, Ontario, twins, 31-31½c; butter, creamery, 50-52c.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.		$12 50
Cornmeal, gran., bags	5 75	6 00
Cornmeal, ordinary, bags	3 25	3 30
Rice, Siam, per 100	8 75	9 00
Molasses	0 90	0 92
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, Ont., twins	0 31	0 31½
Eggs, fresh, doz.		0 43
Eggs, case		0 40
Breakfast bacon	0 30	0 38
Butter, creamery, per lb.	0 50	0 52
Butter, dairy, per lb.	0 47	0 50
Butter, tub	0 42	0 46
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½
American clear pork	56 00	65 00
Corned beef, 1s		4 90
Tomatoes, 3s, standard, case		4 00
Raspberries, 2s, Ont., case		3 80
Peaches, 2s, standard case		6 50
Corn, 2s, standard case		4 30
Peas, standard case		2 90
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 18	0 18½
Peaches, per lb.		
Apricots, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.		3 25
Onions, Can., 75-lb. bags	2 50	3 50
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	7 00	8 00
Grapefruit, case	6 50	7 50
Bananas, per lb.	0 09	0 10
Apples, box		5 50



Preparing to Defend Margarine

Information to be Obtained From Retailers to Assist in the Campaign to Defend Need For This Product in Canada

The Ontario Provincial Board of the Retail Merchants' Association are sending out a questionnaire to the entire trade of the province, grocers, general merchants, butchers, and provision dealers, enquiring how they stand on the question of margarine.

There seems to be little doubt that there will be a definite effort to have the prohibition imposed on the sale of this product in Canada some years ago, reimposed, and it is desired to combat this campaign with definite knowledge gained from those who have been handling the product. That there is still an urgent need for this product seems evident.

Due to the war, the entire world is still deficient in fats, and although the armistice has been signed and the peace delegates are at work, it will be years before the world supply of fats will be sufficient to meet demands.

When Canada, as a war measure to save fats, let down the bars which kept oleomargarine off the market, the butter alternative at once made a deep impression on the Canadian population. Consequently to-day, after about sixteen months of usage, oleomargarine is being used widely throughout the Dominion, and the demand for it is heavy, especially in the big centres of population.

This is not surprising, for oleomargarine, besides being cheaper than butter, is nutritious and tasty. The people of Canada found this to be a fact at once. Denmark and Holland, both noted for their dairy products, use more oleomargarine than they do butter.

The purity of oleomargarine is assured, for it is manufactured under the strictest kind of Governmental supervision. It is made from pure vegetable or animal oils, with the most up-to-date and sanitary equipment that money can buy. Everything that goes into its manufacture does so under the most sanitary conditions existing in the manufacture of any product, and its purity from the first moment of manufacture to its sale to the consumer is never in danger.

The demand for oleomargarine in Canada, especially from the larger centres of population, has been very heavy since the restrictions were removed. This demand, which is now general throughout the entire Dominion, indicates that oleomargarine is wanted by the people, and any attempt to legislate against it would not be in accord with their interests.

ENORMOUS EARNINGS PER SHARE DUE TO TURNOVER

Wilson & Co., American Packers, Show Surprising Earnings Per Share—This Condition Due to Huge Business on Low Capitalization

The secret of the very large earnings per share earned for Wilson & Co., one of the large American packing companies, common stock, in the last few years is the enormous increase in the annual turnover of business on a stationary stock capitalization.

In this connection, it is rather interesting to compare the figures of gross sales and common stock of Wilson & Co., with those of Swift & Co. for the last two years, which may be pictured as follows:

	Wilson & Co.	Swift & Co
Gross sales, 1916	$159,000,000	$ 575,000,000
Common stock, 1916 ..	20,000,000	75,000,000
Gross sales, 1918	400,000,000	1,200,000,000
Common stock, 1918..	20,000,000	150,000,000

It will be seen that, in 1916, the proportion of gross sales to common stock was, roughly, about the same in each case, the ratio being a little less than 8—1. In 1918, however, the ratio of sales of common stock in the case of Wilson & Co. was 20—1, while that of Swift & Co. remained the same as in 1916—8—1. On the other hand, Wilson & Co. had, proportionately, a considerably larger indebtedness, its bonds at the close of 1918 amounting to $40,000,000, in addition to which it had notes payable of $39,000,000, while Swift & Co., had bonds of a little under $31,000,000 and no notes payable. In other words, Wilson did a much larger proportion of its business with borrowed capital.

The funding of its obligations has, however, placed Wilson & Co. in a much stronger position as regards working capital, as will be seen from the following:

	1918	1917	1916
Cur. assets...	$81,995,000	$60,237,000	$36,480,000
Cur. liabilities	38,808,000	41,291,000	20,989,000
Work. capital	43,187,000	18,946,000	15,491,000

In the last three years, Wilson & Co. has earned for its common stock, respectively, $34.49, $38.95 and $21.06—a total of $84.50, all of which has been reinvested in the business, none having been distributed in dividends.

With the war pressure removed, and some tendency toward lower prices, it is conceivable that there might be some falling off in the volume of sales, though there is no doubt that this will continue to be a very large amount.

On the other hand, the margin of profit, which last year was only 1.9 cents per $1.00 of sales should, normally, show considerable increase, perhaps more than enough to offset any decrease in the turnover.

WOULD ENLARGE FAMOUS BONSECOURS MARKET

The Administrative Commission of Montreal are to be strongly urged to enlarge and improve Bonsecours Market, so that the cultivators from the surrounding district may dispose of their produce under more convenient conditions, while the commissioners are also to be urged to construct stables and dormitories for the horses and drivers of the farm carts. The agricultural committee of the Legislature adopted a motion to this effect.

LEA & PERRINS APPOINT AGENTS

Lea & Perrins, through their Sales and Advertising representative, Harold Seddon, have appointed Wm. H. Dunn, Montreal, to handle the distribution of their product in Quebec and the Maritime Provinces, and their territory extending from Ottawa eastward.

The Ontario territory will be handled by R. S. McIndoe, Toronto. This firm will have as their territory the Province of Ontario from Fort William east, while Western Canada territory is already arranged for. Other appointments may be made later when shipping and supply conditions are more settled.

Mr. Seddon, the Canadian representative, has offices in the Shaughnessy Building, Montreal.

WEEKLY MARKET REPORTS

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should be a little easier than on the Florida crop. Some small offerings of Washington winesaps at $5 a box represent practically all the available supplies of apples. Oranges and grapefruit are very firm. Supplies of all seasonable fruits are coming forward fairly well and the demand continues good.

Fruits—		
Oranges	$7 00	$8 00
Lemons, Cal.		7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	7 50
Oranges (marmalade)	5 50	6 00
Strawberries, Florida, quart		0 85
Japanese bitter oranges		5 50
Apples—		
No. 1, bbl.		9 00
No. 3, bbl.		7 50
Boxes	4 00	4 50

Florida Rains Curtail Tomato Offerings

Winnipeg.

VEGETABLES. — Heavy rains in Florida have seriously interfered with the winter tomato crop which last week was beginning to come on this market. The damage to the tomato crop is estimated at $5,000,000. Onions are firm, there being no Manitoba or Minnesota red onions on the market, and the British Columbia and Ontario yellows have recently show decided strength. Cauliflower is still fairly plentiful on this market at the recent decline in price. Cucumbers have dropped from $5.50 to $4 a dozen and are fairly plentiful. The shipments of tomatoes recently received have been of excellent quality owing to the fact that they have been graded and boxed in Chicago. Some ungraded varieties are selling around $10 a case.

Vegetables—		
Cucumbers, doz.	4 00	5 00
Cabbage, Cal., new		0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers.		4 00
Carrots, with heads, hampers.		4 00
Head Lettuce, per doz.		3 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.		0 05
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Tomatoes, Florida, case	10 00	16 00
Celery, lb.		0 16
Cauliflower, doz.		2 75
Potatoes, 10-20 bush. lots, bush.		0 90

A GROWING TRADE FOR LONG CLEAR BACON

A large number of storekeepers—particularly those in country towns—are finding "long clear" bacon a very satisfactory and popular line, and many of them have been able to build up a substantial and remunerative business by handling this product.

Besides being very largely sold to lumber camps, "long clear" (on account of its comparative economy) is being used in a great many country homes in place of fresh meat and the more expensive cuts of bacon. Comprising the shoulder, back and belly, with nearly all the bones taken out, it is easy to handle, and, when boiled, makes a very acceptable dish of considerable nutritive value.

Fairly light-weight hogs are mostly used for export trade, and, in consequence of war conditions, the demand for this export product is far greater than the supply. As a result of this, packers are now offering somewhat heavier weights for "long clear" than formerly, and dealers are coming to recognize that selected hides of from 70 to 90 lbs. average are suitable in every way for their local trade.—The Packer.

REMEMBER THE CLERKS' WINDOW CONTEST

The contest for window dressing addressed especially to clerks is drawing to a close. It is necessary to act quickly in order to participate in the contest. If you have not done so already, dress this window immediately and enter it in the contest. The following are the conditions on which the windows will be judged:

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.

2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of branded lines the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The prizes: 1st $10.00
2nd 5.00
3rd 3.00

All displays not winning a prize, but suitable for reproduction, will be purchased at $1 each.

MAY BE EXPORTED WITHOUT LICENSE

Advices have been received by G. T. Milne, Montreal, and F. W. Field, Toronto, British Trade Commissioners in Canada, that the following additions have been made to the list of goods which may be exported without license: Fancy goods made of morocco and light leathers; iron and steel manufactures generally except high-speed steel and certain special articles; machinery of all kinds except textile machinery and machinery wholly made of brass or copper; toys and dolls; games of all kinds.

Lists of export restrictions recently removed: Binder twine, barrels and casks, boilers, chrome ore, chestnut extract cork, fuel economizers for boilers, goldbeaters' skin, gluestock, dry white lead, hide clippings, rosins, lead-coated sheets, paraffin, wax, pigskins, cast iron pipes, iron or steel wire, wire rope, quebracho extract, cast iron radiators, solid glucose, railway sleepers, or iron or steel, railway springs, railway wheels, axles and tires, railway constructional material except rails, silk manufactures, spirits except whiskey, terneplates, tinplates. Import prohibition relaxed on bacon, lard, hams, and hardwood, the latter until January 1. Import relaxations revoked licenses will be now necessary on brooms, brushes, buttons, gloves of leather, and fabric gas mantles, vegetable tape, cotton piece goods.

Judging Dressed Pork

Useful Helps to the Retail Butcher on How to Judge and Grade Dressed Pork

From the Packer

Published by the Wm. Davies Co.

IN continuation of our series of articles on the grading of fresh carcass meat, we believe the following information will prove helpful, particularly to the younger salesmen, who may not, as yet, have acquired so wide an experience in the retail butchering business as some of the older hands. This article refers to dressed pork as it leaves the slaughter-house ready to be cut up for the retail trade.

Shape.—The shape demanded by the retail trade for dressed butcher hogs is good width of side and back in proportion to the length of the carcass. The lines should be as straight and even as possible and the hams and shoulders well filled.

Finish.—This relates to the evenness and depth of covering fat on the carcass, particularly on the sides and along the back. The amount of leaf fat (the internal fat, including kidney fat and fat down to the flanks and diaphragm) is also an indication of good finish. This fat should be fairly liberal and well distributed, and should be white in appearance and firm to the touch.

Quality.—The lean flesh should be bright, firm and smooth grained, the fat being well distributed. The skin should be smooth, thin and unwrinkled, without blotches or bruises. The head and shanks should be fairly small, and the bones soft and of a reddish color. There should be no appearance of coarseness. Heavy or unusually large shoulders, neck and jowls are undesirable from the retail butcher's standpoint.

Weight.—Weight is a very important factor in grading hogs. The following weights will give some idea as to the class into which hogs are usually graded:

Dressed Weight.—Smooth, heavy or heavy loin hogs, suitable for heavy loins, heavy fat backs and pickled bellies, 180 lbs. to 220 lbs.

Butcher or light loin hogs.—All straight hogs as sold to the retail trade, 70 lbs. to 110 lbs.

Heavy packing hogs.—Including mixed hogs of all weights, coarse quality and rough shape. Used chiefly for short ribs, mess pork, etc., 250 lbs. and upwards.

Bacon hogs.—Selected for their long, deep smooth sides, with light even covering of fat. These are all straight hogs, and are graded according to quality rather than by weight, 112 lbs. to 200 lbs.

Would Regulate Shipping Rates

Retailers and Manufacturers Interested in Bill Which Aims to Place Water Carriers Under the Direction of the Railway Board — Question of Interest on Overcharges to Be Taken Up by Manufacturers

OTTAWA.—J. E. Armstrong, M.P., is again endeavoring to bring ships acting as carriers under the operation of some authority which shall be able to regulate their rates and time and manner of calling at ports. At present shipping in Canada, whether inland or coastal, is under no control. The firms claim that they differ from railways in several important respects. There is no public franchise given to any one company. The railroad enjoys a monopoly on the road it uses, and which the Government helped to build. It operates between definite points and on a definite schedule on a fixed roadway. It is not subject to marine risks which require it to carry insurance of from 5 to 8 per cent. Shipping men say that as long as they have no public franchise, they should have no special burdens. They claim that absolute competition insures fair rates.

Not Common Carriers

"We are not common carriers," they say. "We can say with perfect right and freedom: 'I will not take your grain, I will take somebody else's that I get one-eighth of a cent a bushel more for. I will not go to Colborne or Midland because of unloading conditions there. I would rather run my boat through to Montreal so that I can get a return cargo.' The boatowner does that and nobody can say he is wrong, he is not a common carrier and cannot be ordered to do what he does not wish to do."

Mr. Armstrong presents the conditions which obtain as a result of this freedom which the shipping men of Canada claim for themselves. He says:

Have 8,500 Ships

"At the present time we have 8,500 ships, with about 45,000 employees, under Canadian register. None of those, with the exception of the few operated in connection with the railways, are under any control with regard to tariffs, tolls, tariff agreements, places of stopping or whether they shall stop at all. They may take a shipper's goods or leave them, as they wish. There is no control over rates on grain from the Northwest. Canada has spent over four hundred million dollars on dredging rivers, buoying and lighting water-ways, building docks and piers and canals, in order that the transportation facilities may be cheapened and improved; but rates have gone on increasing from year to year. Grain carriers have increased enormously in size and carrying capacity, which should make for lower rates; but the rates have gone up.

There is practically a monopoly in the lake traffic, as the Canadian Steamship Company claims it controls over 90 per cent. of the traffic. This Bill (Bill 6; an Act to Amend the Railway Act) will place us in a position by which we can enter into an agreement with the United States and Great Britain to get control of our shipping. We are the only country in the civilized world which has no such control now. The United States has passed a law by which the United States Shipping Board has control on coastal and inland waters."

"There will, of course, be objections. The millers will object, as well as the sugar men and others who have been getting special rates and privileges. The millers, for example, have been allowed to load a boat with grain but need not take delivery of it for a long time."

Rates Increased

"The matter has been up several times since 1912, and rates have increased very materially. Lake vessels have been passing the small ports and ignoring the small shippers, and there seems to be no control over them.

"Generally speaking, those who are strongest in demanding the passing of this bill are the farmers of the West, the fruit growers of both Ontario and British Columbia, the Vegetable Growers' Association, and small shippers generally who are at the mercy of the boats, not only as regards rates, but as to whether their goods shall be carried at all or not."

Wants Same Tariff

When the joint Committee of the Senate and the House had under consideration the consolidation of the Railway Act, Mr. Armstrong introduced an amendment urging that, so far as was deemed applicable, the Railway Act should apply to tariffs for water carriers. The Consolidated Railway Act has passed the Senate and will next come before the House. Mr. Armstrong will introduce an amendment following along the principles of the following bill, which received its first reading February 27th.

The section in the Railway Act which applies is Section 358: "The provisions of this Act shall, so far as deemed applicable by the "Railway Board, extend and apply to the traffic carried by any railway company by sea or inland water, between any ports or places in Canada, if the company owns, charters, uses, maintains or works, or is a party to any arrangement for using, maintaining or working vessels for carrying traffic by sea or by inland water between any such ports or places."

Special Cases

This is applicable only to cases where railways have water carriers in connection. The Senate struck out the following, which would cover what Mr. Armstrong has in mind: ".....and the provisions of this Act in respect of tolls, tariffs, and joint tariffs, shall, so far as deemed applicable by the Board, extend and apply to all freight traffic carried by any carrier by water from any port or place in Canada to any other port or place in Canada."

Follow It Closely

The Canadian Manufacturers' Association has appointed a committee to take up matters in connection with this bill. It is stated that it may, unless handled wisely, work out so that not only many manufacturers but many retailers who depend upon water carriers to get their shipments at the lowest rates may be seriously affected. In some cases it is feared they might lose the shipping altogether and this would materially affect their business.

Question of Overcharges

There is also the question of interest on overcharges in connection with shipments. This matter has been under discussion before but no satisfactory settlement has ever been arrived at. The committee of the Canadian Manufacturers' Association will take this up when the bill is under consideration and endeavor to have something definite settled.

The Amendment

Bill 6.—An Act to amend the Railway Act, is as follows: Subsection one of section thirty of the Railway Act, Revised Statutes of Canada, 1906, chapter thirty seven, is amended by inserting the following paragraphs immediately after paragraph (g):—

"(ga) With respect to any privilege or concession given by any company or express company or by any person owning or controlling any such steamboat or vessel as is in the next paragraph mentioned, and where any privilege or concession is given by any such person or by any company or express company to any person or class of business or in any part of Canada, the Board may order that such privilege or concession be discontinued or modified or granted to any other person or class of business, or in any other part of Canada, either the same or in a modified form.

"(gb) With respect to the traffic accommodation, classification of freight, traffic agreements, tolls and tariffs to be furnished, made, entered into and charged in connection with and by steamboats, and other vessels engaged on a regular route carrying passengers or freight or both from one port or place in Canada to another port or place, or to a port or place outside of Canada and with respect to the places along the line of route where such steamboats and vessels shall call for traffic, the time of call and duration of stay."

2. All tariffs of tolls, tariffs agreements, and classifications of freight charged, entered into or adopted in connection with any steamboat or vessel mentioned in paragraph (gb) of this Act shall be submitted to the Board.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 25.—The butter market furnishes the big item of interest this week, prices on finest creamery soaring to 61c in prints. There is a keen consumptive demand, and the supply is getting rather limited. Margarine is also higher, best grade in prints selling at 38c. Hogs are higher to $20 per cwt. for abattoir stock. The beef market is steady and decidedly firm, without change. There is an increase in the price of old turkeys and old fowl, too. Eggs are firmer under a distinctly heavy demand, and cured meats are firm and may advance. Live lobsters are down considerably.

Expected Advance Made in Hogs

Montreal

HOGS.—As pointed out last week, the price of live hogs was expected to advance. In accordance with the undertone and the keen buying demand, prices again scored an increase and the basis for abattoir live hogs is $20 this week. There was some falling off in the buying interest early in the week, but no weakness has developed and the market is steady. Dressed abattoir stock is selling at $28.

The beef market is high and firm, but the range below is maintained without change. Trade is fairly well maintained.

Hogs, Dressed		
Abattoir killed, small	$....	$28 00
Sows	25 00	27 00
Hogs (country dressed)	24 50	25 00
Hogs, live	....	20 00
Fresh Pork—		
Leg of pork	....	0 36
Loins	0 38	0 40
Tenderloin, lb.	0 46	0 48½
Spare ribs	....	0 24
Trimmed shoulders	0 29	0 30

Fresh Beef— (Steers and Heifers)		(Cows)
$0 25	$0 31 Hind quarters	$0 26
0 16	0 20 Front quarters	0 17
0 31	0 36 .... Loins	0 29
0 21	0 29 ..... Ribs	0 27
0 16	0 18 .... Chucks	0 17
0 23	0 27 ..... Hips	0 23
Calves (as to grade)	0 27	0 28
Lambs fresh killed	0 27	0 29
Do frozen	0 26	0 27
Sheep	....	0 20

Firmness Still in Cured Meats

Montreal

CURED MEATS.—While there is no change from the basis of last week, the increases made for live and dressed pork is a firming feature on cured meats and these are decidedly firm. There is a reasonably good sale for hams and bacon. Barrel pork is steady and very firm, but without change in a quotable way.

Cured Meats—		
Hams—		
Medium, smoked, per lb.—		
(Weights) 10-16 lbs.	....	0 37
16-20 lbs.	....	0 36
20-35 lbs.	....	0 34
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb. (as to qual.)	0 40	0 45
Roll, per lb.	0 32½	0 33½
Dry Salt Meats—		
Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.	....	0 30
Barrel Pork—		
Canadian short cut (bbl.)	....	54 00
Clear fat backs (bbl.) (40-50 pieces)	....	60 00
Do. (30-40 pieces)	....	61 00
Short cut clear pork (bbl.)	53 00	54 00
Heavy mess pork (bbl.)	42 00	44 00
Bean pork (bbl.)	42 00	45 00

Fair Sale For Cooked Meats

Montreal

COOKED MEATS.—Ham and tongue continue to be favorite sellers in the list and while the undertone is firmer on these, there is no change of price. The movement continues fair all around.

Head cheese		0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 44
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast	0 50	...
Hams, cooked	0 50	0 51
Shoulders, roast	0 44	0 48
Shoulders, boiled		0 44

Another Advance Makes Lard 30c

Montreal

LARD.—The tendencies of the market are taking lard back to near its former position as regards price. Thirty cents per lb. is now the quotation for tierces and the undertone is pretty firm. Sales are maintained on a steady basis and a big volume of business is carried out from week to week.

Lard, Pure—	
Tierces 400 lbs., per lb.	0 30
Tubs, 50 lbs., per lb.	0 30¼
Pails, 20 lbs., per lb.	0 30½
Bricks, 1 lb., per lb.	0 31½

Shortening Firm But Unchanged

Montreal

SHORTENING.—There is no change from the basis quoted last week on shortening, but the undertone is steadily strong under the influence of high lard price. Demand is steadily fair.

Tierces, 400 lbs., per lb.	0 26	0 26¼
Tubs, 50 lbs.	0 26¼	0 26¾
Pails, 20 lbs., per lb.	0 26½	0 27
Bricks, 1 lb., per lb.	0 27½	0 28

Four Cent Advance on Margarine

Montreal

MARGARINE. — Influenced by the strong position assumed in the butter market, margarine is firmer and recorded an advance of four cents in some cases. Best grade is selling at 38c and there is a better demand, some report, even at this.

Margarine		
Prints, according to quality, lb.	0 34	0 38
Tubs, according to quality, lb.	....	0 32

Creamery Butter Goes to 61c

Montreal

BUTTER.—A record price of 61c for print creamery butter has been reached in this market, and this is a high level indeed. There is some doubt expressed as to stocks in hand holding through until the new make is available. The advance in creamery is naturally followed by one for dairy, and print price on the latter is given as 48c.

Butter—	
Creamery prints (storage)	0 61
Creamery solids (storage)	0 60
Dairy prints, choice	0 48
Dairy, in tubs, choice	0 47

Cheese Firmer; Little Surplus

Montreal

CHEESE.—Twin cheese is selling at 30c per lb. and there is a steadily good demand, with stocks just fair. In fact there is said to be very little surplus, and as export has been steadily taking stocks down from time to time all through the making season, there is likely to be a firmly maintained basis for the various grades.

Cheese—		
Large, per lb.	....	$0 28½
Twins, per lb.		0 30
Triplets, per lb.		0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.		0 30

Eggs Advance 2c; Immense Sales

Montreal

EGGS.—The demand for eggs has been extremely heavy, and this has absorbed supplies to such an extent that prices reacted slightly to 44c per dozen. It is probable that there may not be a great deal of reduction further.

Eggs	
New-laids	0 44

Turkeys Advanced; Old Fowl Too

Montreal

POULTRY.—Higher prices are in effect for old turkeys, these being quoted, dressed, at 46c, and which is 3c up. There is a good demand in a domestic way, while the export movement still continues. Old fowls are firmer at 34c for large.

There has been a considerable movement of live birds to this market, but the same is not so marked as formerly. The laying season will, it is thought, have a retarding effect in this respect.

Chickens, roast (3-5 lbs.)	$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 46

Turkeys (young)	0 46
Geese	0 30
Old fowls	
Large	0 31
Small	0 30

Lobster Prices Off; Are Now 50c

Montreal

FISH.—A stiff falling off in the price of live lobsters makes the price basis much lower at 50c per lb. This is practically the only quotable change, although there is an easier feeling for various frozen fish, the surplus of this being reported large. East Coast fishing has been better and cod are on an easier basis, and the market for halibut is a lower one, too. General movement is fair only.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 09	0 10
Prawns		0 40
Live lobsters		0 50
FROZEN FISH		
Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 13	0 15
Smelts, No. 2, per lb.	0 10	0 11
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 05½	0 06
SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.		$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Boneless cod (2-lb.)		0 23
Shredded codfish (12-lb. box)		2 50
Dried codfish (100-lb. bbl.)		20 00
PICKLED FISH		
Herrings (Scotch cured), barrel		12 00
Scotia, barrel		12 00
Do., half barrel	6 50	7 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)		26 00
Salmon, B.C. (200 lbs.)		25 00
Sea Trout (200-lb. bbls.)		25 00
Turbot (200 lbs.)		17 00
Codfish, tongues and sound, lb.		0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel		$15 00
Batouche, per barrel		15 00
Scallops, gallon		4 00
Can No. 1 (Solids)		2 25
Can No. 3 (Solids)	6 50	7 25
Can No. 5 (Solids)		11 00
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		8 40
SUNDRIES		
Crushed Oysters Shell, 100-lbs.		$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25
Paper Oyster Pails, ⅛ per 100		1 75

ONTARIO MARKETS

TORONTO, March 26.—The spectacular advance in butter prices during the week is one of the most interesting factors in the provision markets this week. Feverish buying by American handlers has resulted in a much stronger market here, reaching advances of 5 to 6 cents a pound. There is also an advance in lard of about a cent a pound. Beef prices show a much stronger feeling, and mean considerably higher figures in almost all cuts of beef. This also is due to export demand. Eggs, too, are being influenced by the same cause, and are maintaining firm figures, where a decline might have been expected.

Beef Prices Show Sharp Advances

Toronto.

FRESH MEATS.—There has been a sharp advance in beef prices during the week. This is the result of an actual scarcity, which is usual at this time of year coupled with heavy buying on the part of the United States. That this latter factor is a serious one is evidenced by the fact that of 2,500 beef cattle on the Toronto market last week 1,100 went to the United States. The demand from that source is for the best grades. There is no probability of any appreciable declines in prices until grass cattle begin to come on the market.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	$25 00	$27 00
Live, off cars, per cwt.	19 00	19 25
Live, fed and watered, per cwt.	18 75	19 00
Live, f.o.b., per cwt.	17 75	18 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	0 36	0 38
Tenderloins, lb.	0 42	0 50
Spare Ribs, lb.		0 20
Picnics, lb.		0 24
New York shoulders, lb.		0 27
Montreal shoulders, lb.		0 28
Boston butts, lb.		0 32
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 24	0 29
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 22	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 28	0 33
Do., short, lb.	0 35	0 40
Hips, lb.	0 23	0 25
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 26
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22

Above prices subject to daily fluctuations of the market.

Cured Meats in Good Demand

Toronto.

PROVISIONS.—There are only a few changes in the provision list this week, but business is reported as satisfactory, with a very fair demand in most lines.

Hams—		
Medium	$0 36	$0 39
Large, per lb.	0 28	0 35
Backs—		
Skinned, rib in	0 45	0 47½
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 39	0 41½
Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 27	0 29
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.		0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	53 00	55 00
Pickled rolls, bbl., 200 lbs., heavy	48 00	52 00
Do., Do., Do., lightweight	52 00	53 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Firm; No Changes Noted

Toronto.

COOKED MEATS.—There are no changes noted this week in cooked meats. There is a fairly strong demand noted however, and prices are firmly held.

COOKED MEATS		
Boiled hams, lb.	$0 48	$0 49
Hams, roast, without dressing, lb.	0 47	0 48
Shoulders, roast, without dressing, per lb.	0 45	0 47
Head Cheese, 6s, lb.		0 14
Meat Loaf with Macaroni and Cheese, lb.		0 24
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25

Above prices subject to daily fluctuations of the market.

Lard Advances Sharply Due to Export Demand

Toronto.

LARD has shown a sharp advance during the week. This is due largely to the fact that actual stocks are light, and that an export demand has opened, that shows a tendency of making them lighter still. This has resulted in a feeling that higher prices are justified.

Lard, tierces, 400 lbs., lb. $ 0 20

In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Developes Firm Tendency

Toronto.

SHORTENING.—There is a firmer feeling in shortening this week due to the scarcity of lard which naturally is reflected in the shortening market. There are no marked changes in price however. The following figures tierce basis per pound are quoted to-day: Easifirst, 26c; Domestic, 26c; Peerless 25½ to 26c; Cotasuet, 26c. Other brands are covered in the range herewith.

Shortening, tierces, 400 lbs., lb. $0 25½ $0 26

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Demand Fair; Prices Unchanged

Toronto.

MARGARINE.—There is little change in the situation in regard to this product. There is about the usual fair demand, with no change in prices noted.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Butter Advances Sharply; U.S. Buying the Cause

Toronto.

BUTTER.—There was a spectacular advance on the butter market this week,

creamery butter showing an advance of 5 to 6 cents a pound. The advance is due to export buying from the United States. American dealers have apparently just realized that at least half the stocks on hand are in the possession of the Government, and that therefore they are facing a very light market. Consequently there has been a sudden demand for Canadian butter that has sent the prices soaring.

Butter—		
Creamery prints (storage)	$0 53	$0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 56	0 57
Creamery solids, fresh made)	0 55	0 56
Dairy pr'ts, fresh separator, lb.	0 47	0 48
Dairy prints, No. 1, lb.	0 45	0 47

Export Selling Keeps Egg Prices Up

Toronto.

EGGS.—There has been a considerable business in eggs for export selling recently. This is a more or less serious matter, as it has a tendency to prevent the movement into storage. It will have a tendency to hold prices firm at the moment and to depress them sharply a little later in the season.

New-laids, in cartons, doz.	$0 43	$0 45
New-laids, doz.	0 42	0 43

Prices shown are subject to daily fluctuations of the market.

No Change Noted in Cheese Prices

Toronto.

CHEESE.—There is no change noted in the market for cheese though there is a somewhat easier feeling noted. There are only light stocks offering at the present time.

Cheese—	
Old, large	$0 30 $0 31
New, large	0 29 0 30
Stilton (new)	0 31 0 32

Twins, ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.

Fresh Poultry Almost Unobtainable

Toronto.

POULTRY.—There is practically no poultry to be had on this market at the present time. There were some small quantities offered on the market this week, that sold at the prohibitive figures of 45 cents for dressed chicken, and 40 cents for dressed fowl. Practically the entire demand for poultry, is being met by cold storage stocks, on which there are no price changes.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	$....-$0 35	$....-$0 35
Geese, lb.	0 15- 0 20	0 20- 0 25
Turkeys, old, lb.	0 28- 0 30	0 35- 0 36
Do. young, lb.	0 32- 0 35	....- 0 43
Roosters, lb.	....- 0 22	....- 0 25
Fowl, 4 to 6 lbs., lb.	....- 0 30	....- 0 30
Fowl, over 6 lbs., lb.	....- 0 32	....- 0 32
Fowl, under 4 lbs., lb.	....- 0 25	....- 0 25
Chickens, under 5 lbs., lb.	....- 0 26	....- 0 28
Chickens, over 5 lbs., lb.	0 26- 0 27	..- 0 30
Chickens, over 5 lbs., milk fed, lb.	....-	....- 0 32

Prices quoted to retail trade:

	Dressed
Hens, light	$0 32 $0 34
Do., heavy	0 34 0 36
Chickens, spring	0 38 0 40
Ducks	0 35 0 40
Turkeys	0 46 0 48
Geese	0 25 0 28

Salt Fish Getting Scarce; Fresh Arriving Soon

Toronto.

FISH.—There is a good demand for fish continuing, with supplies showing a lighter tendency. Salt fish is becoming scarce, but fortunately fresh fish will soon be on the market again, it is expected, and this will have a tendency to meet the difficulty. Lake Erie frozen herrings are arriving in good quantities, and are selling well at a slightly lower figure.

FRESH SEA FISH		
Cod Steak, lb.	$0 11	$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 08½	0 09
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.	....	0 10
Do., heads on, lb.	0 09	0 10
Do., small, case, 200 lbs., lb.	....	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 12	0 13
Salmon, Cohoe, lb.	0 21	0 22
Do., Qualla, lb.	0 12½	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	....	....
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	....	0 24
Tomcods, lb.	....	0 07
FROZEN LAKE FISH		
Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 06	0 06½
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 09	0 10
Whitefish, lb.	0 09½	0 10
SMOKED FISH		
Bloaters, 40 Count, box	....	1 30
Cod, smoked, lb.	....	0 11
Ciscoes, lb.	0 12	....
Digby Chicks, bdle.	1 85	1 90
Boneless Digbys, box	....	2 00
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 16	0 18
Do., Finnan, lb.	0 11	0 14
Herring, Kippered, box	1 30	1 65
DRY AND PICKLED FISH		
Herring, Labrador, bbl.	....	10 00
Do., Do., keg	....	6 00
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case	....	2 75
Quail on Toast, 24 1-lb. tablets, cs	....	3 60
Sea Trout, keg	....	12 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2½ gallons)	....	9 50
gallons)	....	15 50
Do., No. 1 size package	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	18 00

WINNIPEG MARKETS

Hog Market Advances Strongly

Winnipeg.

PROVISIONS.—The local hog market shows extensive fluctuation in sympathy with U. S. prices. The present price is 19¼c, compared with 18¼c last week. There has been a steady advance in price throughout the week and a 21c market is said to be a possibility before long. The supply of hogs is insufficient to meet demands.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.	....	0 34
Heavy, per lb.	....	0 33
Bacon—		
Breakfast, select, lb.	....	0 40
Backs	0 44	0 55
Dry Salt Meats—		
Long clear bacon, light	0 29	....
Backs	0 33	....
Barrelled Pork—		
Mess pork, bbl.	....	52 00
Lard, Pure—		
Tierces	....	0 30
20s	....	6 30
Cases, 5s	....	18 52
Cases, 3s	....	18 60
Tierces	....	0 25½
Tubs, 50s, net	....	12 87
Pails, 20s, net	....	5 40
Cheese—		
Ontario, large fresh	....	....
Manitoba, large fresh	....	....

Butter Holdings Light; Prices Advance

Winnipeg.

BUTTER.—A considerable advance has been made in the price of butter due to the large exportation of storage stocks, which are now practically cleaned up. Fresh butter is all that is now available and receipts are as yet very light. Butter prices now range from 56c to 57c per lb.

Egg Market Firm; Due to Cold Weather

Winnipeg.

EGGS.—The egg market is very firm, owing to the continuance of cold weather. Prices range from 45c to 48c per doz.

Light Movement in Poultry Stocks

Winnipeg.

POULTRY.—Receipts of fresh poultry are very light and there is little movement of cold storage stocks.

Fish Demand Active; Fresh Fish Soon

Winnipeg.

FISH.—Fresh fish are expected on the market in a week. Dealers expect very little fluctuation of prices. Supplies are coming forward in good quantity and the demand is active. The market is a little unsettled owing to the quantity of stocks held by purveyors and the fact that some of them are trying to get rid of supplies before the new season's fish come in.

LAKE FISH		
Whitefish (cleaned), lb.	....	0 13½
Whitefish (frozen), lb.	....	0 12½
Pickerel, lb.	....	0 13
Pickerel Fillet, lb.	....	0 35
Frozen Trout, lb.	....	0 18
Round Jackfish, lb.	....	0 09
Dressed Jackfish, lb.	....	0 09½
Frozen Goldeye, lb.	....	0 07½
Speckled Trout, lb.	....	0 35
SEAFISH		
Frozen Halibut, lb.	....	0 22
Fresh Halibut, lb.	....	0 23
Frozen Salmon, lb.	....	0 23
Frozen Mackerel, lb.	....	0 18
Red Carp, lb.	....	0 09½
Sable Fish, lb.	....	0 12
Haddock, lb.	....	0 10
Soles, lb. (50-100)	....	0 08
Soles (less)	....	0 08½
Plaice, lb.	....	0 08
Skate, lb.	....	0 08
Smelt, lb.	....	0 18
White Salmon, lb.	....	0 16
SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.	....	0 16
Finnan Haddie (15-lb. boxes, lb.	....	0 16½
Smoked Goldeye, lb.	....	0 17
Smoked Codfish, lb.	....	0 20
Smoked Fillet (15-lb. boxes), lb.	....	0 22
Bloaters (25-lb. boxes), case	....	2 85
Kippers, Western, fancy	....	2 30

FREEMAN
Dry Air Refrigerator

Canada's First Centre Air Flue Refrigerator patented 1918.
Canada's First Dry Air Refrigerator.
A superior Refrigerator for Butcher, Grocer and Delicatessen
perfect for dryness of air and Economy of Ice.
Order early to avoid the hot weather rush orders.
Catalogue on request.

THE W. A. FREEMAN CO., Limited
HAMILTON - CANADA

Branches at

Toronto
114 York St.

Montreal

Winnipeg
209 McDermot Ave.

Write for Catalogue

EGGS

If you want to sell Eggs we can handle them for you.

If you want to buy Eggs we can supply you.

Let us hear you calling

F. W. FEARMAN CO.
LIMITED
HAMILTON

57 57

HEINZ
Baked Beans

Display and recommend them

Heinz Products are half sold when you put them on your shelves. Your customers know that they are wholesome and nutritious, economical, and of a rich, nut-like flavor.

Baked Beans with Pork and Tomato Sauce
Baked Pork and Beans without Tomato Sauce
Baked Beans in Tomato Sauce without Pork

ALL HEINZ GOODS
Sold in Canada are
Packed in Canada

57 57

Are your perishables secure against spoilation during the moist Spring days?

Get an Arctic Refrigerator like this and your stocks of cooked meats, fruits, etc., will be always fresh and sweet, no matter what the temperature.

Besides—the Arctic will show those stocks in a way that will assure quick selling.

Write for the Arctic Catalogue.

John Hillock & Company
Limited
TORONTO

Agencies: A. Tilley, 86 Crescent St., Montreal; Geo. Cameron, Sparter St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Howe St., Vancouver, B.C.

Schneider's Breakfast Bacon and Cottage Rolls

Put these two popular lines on your Provision Counter and recommend them to the woman that is hard to please.

You will find them builders of bigger business.

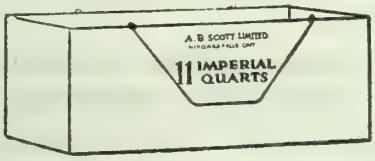
J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.

BUY

BUTTER BOXES, EGG CRATES and BASKETS

Your customers will buy them if you take the trouble to introduce them.

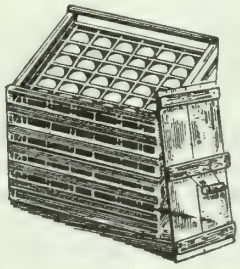


3-qt., $4.50; 6-qt., $6.50; 11-qt., $8.00 per 100.
Send for trial order.

A. B. SCOTT, LIMITED, Niagara Falls, Ontario

EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St., Montreal, Que.

PRIDE OF CANADA

PURE MAPLE SUGAR AND SYRUP

New supply will be on the market soon. Order your supply now. We guarantee our Goods to be absolutely pure. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S. and The Canadian Maple Products Company, Ltd., 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION LTD.
OFFICES: 58 WELLINGTON ST. W., MONTREAL

Mention this Paper When Writing to Advertisers

Brunswick Brand Sardines In Oil

As fine a line of quality domestic sardines as you could wish to handle.

The high quality of our goods has given us a large trade which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

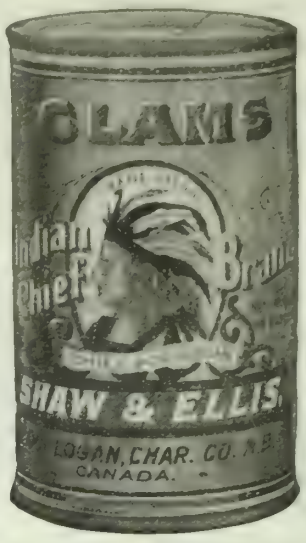
If you are not already a Brunswick Brand dealer, order a trial supply from the following:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scollops

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603



Indian Chief Brand Clams

Fine for your displays of canned sea foods. Always opens up fresh, sweet and tempting. A profitable line for regular display.

Also show

INDIAN CHIEF BRAND PREPARED HERRINGS

Ready Cooked. May be eaten right from the can or heated for a few moments in boiling water. Feature this in conjunction with INDIAN CHIEF CLAMS.

Shaw & Ellis

Pocologan, N.B.

For Critical People—

BLUE SEAL MUSHROOM CATSUP

Its delicate piquancy appeals to all.

The Mushrooms, Spices, Vinegar, etc., used in its manufacture are the very finest obtainable.

Blue Seal Mushroom Catsup is put up in nicely labeled bottles that make productive displays easy.

Try this line out and see it sell.

E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

Ask us for

Butter Boxes

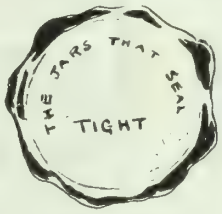
and

Tubs
Egg Carriers
Brooms

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

Safety



Sanitation

Simplicity

The Essence of Successful Preserving
Fruit Jars with those Essentials Guaranteed

CROWN

Screw Top

Easy to Operate

The Rubber Ring Seals the Jar

PERFECT SEAL

Lightning Fastener

Reliable

Extra Quality Rubber Ring in Each Jar

GEM

Screw Top

Lessen labor—Buy good jars—Ensure Success—Procure your supplies NOW through the jobbers.

Dominion Glass Company, Limited, Toronto, Hamilton, Montreal, Wallaceburg, Redcliff

CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT

Once the ladies try it no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

When Ordering Your Next Stock of Jams.

Consider what an advantage it will be to identify your store with such widely known and well proven lines as

Furnivall's

Furnivall's Jams are quality Jams — quality fruits, pure cane sugar and made by experts in a factory that is 100 per cent. up-to-date.

FURNIVALL - NEW,
Limited
Hamilton, Canada
Canada Food Board License, No. 14-167.

AGENTS—**The City of Ottawa** and the **Lower Provinces** (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. **Ontario:** MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. **Manitoba:** H. L. Perry Co., Winnipeg, Man. **Hamilton:** R. M. Griffin. **Cape Breton, N.S.:** O. N. Mann, Turnbull Building, Sydney, N.S.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz glass, 2 doz. case	Per doz.
Blackberry	$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 12
30's Tin or Wood, one pail in crate, per lb.	0 20

CATSUPS—In Glass Bottles

	Per doz.
½ Pts., Aylmer Quality	$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality	1 62½
	Per doz.
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

PORK AND BEANS
"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35

Family, Plain, $1.75 doz.; Family, Tomato Sauce, $1.95 doz.; Family, Chili Sauce, $1.95 doz. The above 2 doz. to the case.

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	**$9 25**
Reindeer Brand, each 48 cans	**8 75**
Silver Cow, each 48 cans	**8 40**
Gold Seal, Purity, each 48 cans	**8 25**
Mayflower Brand, each 48 cans	**8 25**
Challenge Clover Brand, each 48 cans	**7 75**

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	**6 65**
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	**5 75**
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	**6 25**
Reindeer Brand, small, each 48 cans	**6 50**
Regal Brand, each 24 cans	6 90
Cocoa, Reindeer Brand, large, each 24 cans	**6 25**
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED
MONTREAL.

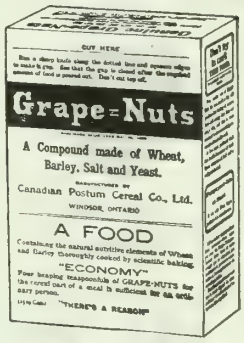
Compressed Corn Beef—½s, $2.90; 1s, $4.90; 2s, $9.25; 6s, $34.75.
Lunch Ham—1s, $7.40; 2s, $14.50.
Ready Lunch Beef—1s, $4.90; 2s, $9.
English Brawn—½s, $2.90; 1s, $4.90; 2s, $9.90.
Boneless Pig's Feet—½s, $2.90; 1s, $4.95; 2s, $9.90.
Ready Lunch Veal Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch, Beef-Ham Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Beef Loaf—½s, $2.45; 1s, $4.45.
Ready Lunch Asst. Loaves ½s $2.50; 1s, $4.50.
Geneva Sausage—1s, $4.40; 2s, $9.40.
Roast Beef—½s, $2.90; 1s, $4.80; 2s, $9.25; 6s, $34.75.
Roast Mutton—$7.25; 2s, $14.50; square cans, $48.00.
Boiled Mutton—1s $7.25; 2s, $14.50; $29.90; 6s, $45.
Boiled Beef—1s, $4.80; 2s, $9.25; 6s, $34.75.
Jellied Veal—½s, $3.25; 1s, $4.80; 2s, $9.25.
Cooked Trips—1s, $2.90; 2s, $4.90.
Stewed Ox Tail—1s, $2.40; 2s, $4.40.
Stewed Kidney—1s, $4.40; 2s, $8.40.
Mince Collops—½s, $1.90; 1s, $3.85; 2s, $6.90.
Sausage Meat—1s, $3.90; 2s, $7.80.
Corn Beef Hash—½s, $1.90; 1s, $3.90; 2s, $5.90.
Beef Steak and Onions—½s, $2.90; 1s, $4.90; 2s, $8.90.
Jellied Hocks—2s, $9.90; 6s, $30.00
Irish Stew—1s, $2.90; 2s, $5.80.
Cambridge Sausage—1s, $4.40; 2s, $8.40.
Boneless Chicken—½s, $5.90; 1s, $9.00.
Boneless Turkey—½s, $5.90; 1s, $9.00.
Ox Tongue—½s, $3.90; 1s, $8.40. 1½s, $13.40; 2s, $17.20; 3½s, $29.70; 6s, $45
Lunch Tongue—½s, $3.90; 1s, $6.90; Beef Suet—1s, $6.40; 2s, $12.40.

Grape-Nuts

stood the test of war and came out victorious. So much so, that this excellent peace-time combination of wheat and barley found its way into many a trench and camp and was eagerly sought for because of its splendid flavor and nutritious worth.

The demand for Grape-Nuts will be increased in the months to come.

Grocers who keep well stocked will make the good profits.



"There's a Reason"

Canada Food Board License No. 2—026.

PURITY FLOUR

(Government Standard)

The old reliable brand that has given satisfaction for years, and that makes "MORE SALES AND BETTER SALES"

as well as

"More bread and better bread, and better pastry"

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"
"Brier"
"Index"

Trade Mark Registered

Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)

Trade Mark Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, P. Q.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE

Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

ALWAYS SALEABLE

Chamberlain's

Family Remedies

The merits of Chamberlain's Family Remedies, the year round demand for them, and the good profit for you on every sale make a regular display in your store advisable.

Send to-day for a trial supply.

Chamberlain Medicine Co., Limited
TORONTO, CANADA

Proved by its selling record

The fact that the sales of Cow Brand Baking Soda are steadily increasing is the most conclusive evidence of the housewife's confidence in it. Cow Brand quality never disappoints—it is always high-grade, always in demand.

Church & Dwight, Limited
MONTREAL

American Steel Wool

Cleans, Smooths and Polishes Anything and Everything

"My Right Hand in the Home" — the Aluminum Cleanser.

FRICTION is sometimes better than suds. Where soap fails, American Steel Wool begins.

Cleans aluminum, Pyrex, copper, glass, crockery enamel and other cooking utensils.

Saves the hands. No gloves are necessary as the fine steel strands are wooled to a soft mass.

The attractive package contains a **"Dictionary of Uses"** and **"Instructions for Using."**

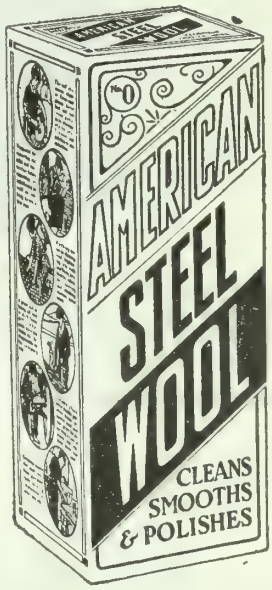
Six grades and each for a special use: Numbers 00, 0, 1, 2, 3, 4.

Grade No. 0 is the ALUMINUM Cleanser.

Goods packed in a counter display container. One dozen in each.

You will make a profitable investment when you stock this line.

Have your wholesale grocer supply your requirements.



W. J. CHAMBERS & Co.
Sole Agents, 43 Scott St., Toronto

Chicken

(LILY BRAND)

Haddies

(REGISTERED)

HAVE MADE GOOD

CHICKEN HADDIES
REGISTERED

Why ?

Because they are made from prime selected young fish, caught in the cool depths of the Atlantic Ocean and within a few hours are wrapped in a sanitary parchment wrapper and packed in hermetically sealed containers. Thus they come to your store pure and appetizing, ready to sell.

Packed at Canso, N. S., by the

MARITIME FISH CORPORATION LIMITED

Head Office & Sales Dept.
Montreal

Plants at Canso, N.S.
and Digby, N.S.

Packers of the celebrated Maple Leaf Canned Codfish Flakes

Canned Fruits

It's getting pretty near canned fruit time now—the time when the preserve jars are all going empty. This is where you get a chance for business—provided you have the stock. Feeling confident that there will be a big demand for canned fruits this Spring and Summer, we suggest that you buy now while the goods are available, for you must bear in mind that there has been a very large export to Europe, of many lines of canned fruits, and in consequence the stocks remaining are very light indeed. Our Monarch Brand is very high quality.

Monarch Bartlett Pears	-	2s	2.75
Monarch Yellow Peaches	-	2s	2.85
Monarch Lombard Plums	-	2s	1.80
Monarch Green Gages	-	2s	1.90
Commander Pears	- -	2s	1.75
Sirdar Green Gages	- -	2s	1.75

Send us an order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Canada Food Control License No. 6-312

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want —if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

A piquancy that's different is apparent in every drop of

HOLBROOKS
Imported
WORCESTERSHIRE SAUCE

Made and Bottled in England
Made and Bottled in England

Holbrooks is excellent sauce for Roast Meats, Steaks, Cutlets Fish, Soups, Curries, Gravies, etc.

The bottles are handy sized and attractively labeled—just the sort of good-looking package that gets the customers' attention quickly.

Holbrooks is priced in a way that will keep it moving and give you a good profit as well.

Holbrooks, Ltd.
Toronto and Vancouver

A Snap In Fish

Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

Baker's Cocoa and Chocolate

REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

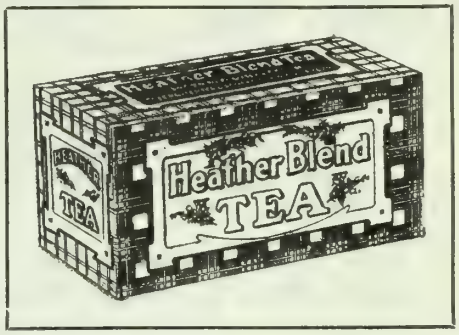
MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

This is the Tea
that we blend
and recommend

BLACKWOOD'S
Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada

KING GEORGE'S NAVY

CHEWING TOBACCO

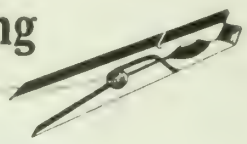
Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler to ship you.

Rock City Tobacco Co., Ltd.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244½ St. Paul St. West, Montreal

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

TEA LEAD
(Best Incorrodible)

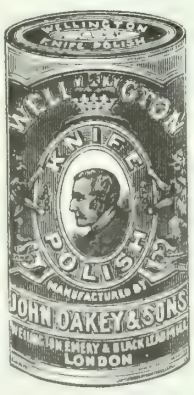
Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., Eng.

Canadian Agents: HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

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Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Mince Meat (Tins)—1s, $2.90; 2s, $4.00; 5s, $12.90.
Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, $15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., $1.10. 1s, $1.75; 2s, $2.55; 3s, $3.85. With Plain Sauce—Ind., $1; 1s, $1.65, 2s, $2.40; 3s, $3.40.
Chateau Brand Concentrated Soups—Celery, $1.25; Consommé $1.25; Green Peas, $1.25; Julienne, $1.25; Mulligatawny, $1.45; Mutton Broth, $1.25; Ox Tail, $1.25; Pea, $1.25; Scotch Broth, $1.25; Vegetable, $1.25; Chicken, $1.45; Mock Turtle, $1.45; Tomato, $1.25; Vermicelli Tomato, $1.25; Assorted, No. 1, case, $1.35; Soups and Bouilli, 6s, $13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s, $1.25; 1½s, $1.90; 2s, $2.30; 3s talls, $3.35; 6s, $12; 12s, $20. Plain Sauce, Pink Label—Ind 85c; 1s, $1.15; 1½s, $1.65; 2s $1.95; 3s (talls), $2.95; 6s, $10 12s, $18.
Chili Sauce (red and gold label) Ind., 90c; 1s, $1.25; 1½s, $1.90; 2s, $2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, $2.25.
Sliced Smoked Beef—½s, $2.40; 1s, $3.40; 4s, $24.
Canadian Boiled Dinner—1s, $2.40; 2s, $5.90.
Army Rations—Beef and Vegetables 1s, $3.40; 2s, $5.90.
Spaghetti with Tomato Sauce with Cheese—½s, $1.40; 1s, $1.90; 3s, $3.30.
Tongue, Ham and Veal Pates—½s. $2.35.
Ham and Veal Pates—½s, $2.35.
Smoked Vienna Style Sausage—½s. $2.45.
Pate De Foie—¼s, 75c; ½s, $1 40
Plum Pudding—½s, $2.40; 1s, $3.90.
Potted Beef Ham—¼s, 75c; ½s. $1.40
Beef—¼s. 75c; ½s, $1.40.
Potted Tongue—¼s, 75c; ½s, $1 40
Potted Game (Venison)—¼s, 75c; ½s, $1.40.
Potted Veal—¼s, 75c; ½s, $1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, $1.45.
Devilled Beef Ham—¼s, 75c; ½s, $1.40. Beef—¼s, 75c; ½s, $1.40.
Devilled Tongue—¼s, 75c; ½s, $1.40. Veal—¼s, 75c; ½s, $1 40
Devilled Meats (Assorted)—¼s, 80c. ½s, $1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle. $10; 10 oz., $5.
Ox Tongue — 1½s, $14.50; 2s. $19.70.
Lunch Tongue (in glass)—1s, $9.90.
Sliced Smoked Beef (in glass)—¼s, $1.80; ½s, $2.80; 1s, $3.90.
Mincemeat (in glass)—1s, $3.25.
Potted Chicken (in glass)—¼s, $2.40.
Ham (in glass)—¼s, $2.40.
Tongue (in glass)—¼s, $2.40:
Venison (in glass)—¼s, $2.40.
Meats, Assorted (in glass)—$2.45.
Chicken Breast (in glass) — ½s. $8.90.
Tomato Ketchup—8s, $2.20; 12s. $2.75; 16s, $3.40.
Chili Sauce—10 oz., $3.25.
Spaghetti with Tomato Sauce—½s. $1.40; 1s, $1.90; 3s, $3.30.
Peanut Butter—¼s, $1.40; ½s. $1.90; 1s, $2.30; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	$2 80
D. S. F., ½-lb.	5 30
D. S. F., 1-lb	10 40
F. D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	$18 50
Household size	8 25
Small size	5 75

F.o.b. Ontario jobbing points, east ofan including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—Boxes	Cents
40 lbs. Canada Laundry	.09¼
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	.09¾
48 lbbs., No. 1 White or Blue Starch, 3-lb. cartons	.10¼
100-lb. kegs, No. 1 white	.09¾
200-lb. bbls., No. 1 white	.09¾
30 lbs., Edwarsburg Silver Gloss, 1-lb. chromo pkgs.	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters	.12¾
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.12¾
100 lbs., kegs, Silver Gloss, large crystals	.10¾
40 lbs., Benson's Enamel, (cold water), per case	3.25
Celluloid, 45 cartons, case	4.40
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.11
40 lbs. Canada Pure or Challenge Corn	.09½
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	.20
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Geltatine (2-qt. size), per doz.	1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.	$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz.	2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	$4.00
2-lb. tins, 2 doz. in case	4.55
5-lb. tins, 1 doz. in case	5.15
10-lb. tins, ½ doz. in case	4.85
20-lb. tins, ¼ doz. in case	4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.	$0.06¾
Half bbls., about 350 lbs.	.07
¼ bbls., about 175 lbs.	.07¼
2-gal. wooden pails, 25 lbs.	2.15
3-gal. wooden pails, 38½ lbs.	3.25
5-gal. wooden pails, 65 lbs.	5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5.05
5-lb. tins, 1 doz. in case	5.65
10-lb. tins, ½ doz. in case	5.35
20-lb. tins, ¼ doz. in case	5.30

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz
1 lb.	$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	$4.00
½ lb.	2.00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Tancy Red and Dark Brown	$1.10
Card Outfits, Black and Tan	4.15
Metal Outfits, Black and Tan	4.80
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED. EMPIRE BRANCH

Black Watch, 10s, lb.	$1.20
Bobs, 12s	1 00
Currency, 12s	1 00
Star Bar, 9s, boxes 6 lbs.	1 08
Pay Roll, thick bars,	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 00
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

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Established 1861

Fresh arrivals every day of all seasonable green vegetables: Lettuce, Radishes, Cauliflower, Parsley, Green Onions, Cucumbers.

Extra Fancy Florida Tomatoes and Celery

We make a specialty of Tomatoes. We repack everything in our own warehouse. Every tomato sound and ready to use. Absolutely no waste to you.

Order a crate to-day.

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Sunkist Navels and RUBY BLOODS

Our Service Satisfies

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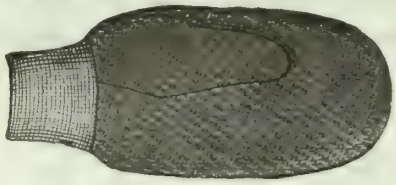
GUELPH, ONTARIO

TAPATCO
REGISTERED TRADE MARK BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.

The American Pad and Textile Company
Chatham, Ontario

Forest and Stream, ¼s, ½s, and 1-lb. tins	**1 50**
Forest and Stream, 1-lb. glass humidors	**1 75**
Master Workman, bars, 7s 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal

BABBITTS

Soap Powder, case 100 pkgs.	$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	**.60**
In cases 12—12 lb. boxes to case	**9 21½**

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, 5c., 1 & 2 doz. in box, per doz.	**$4 60**
Perfection, ½-lb. tins, doz.	**2 45**
Perfection, ¼-lb. tins, doz.	**1 35**
Perfection, 10c size, doz.	**0 95**
Perfection, 5-lb. tins, per lb.	**0 37**
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	**2 75**

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	**0 35**
Supreme Chocolate, 10c size, 2 doz. in box, per box	**1 50**
Perfection chocolate, 10c size, 2 doz. in box, per doz.	**0 90**

SWEET CHOCOLATE—	Per lb
Eagle Chocolate, ½s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, ¼s,, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

5c. LINES

	Toronto Price Per box
Filbert Nut Bars, 24 in box, 60 boxes in case	$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

Put a Cane Canadian Pencil Display Stand on your counter and win extra sales and profits

Here is a splendid selling proposition, Mr. Dealer.
An attractive eye-catching counter display containing half a gross of good, easy-writing CANADIAN-MADE pencils, every one tipped and priced to retail at 5c each.
You get the whole assortment for $2.40 and the display stand will sell them for you without any extra trouble at all.
Get your share of this profit. Ask your wholesaler or write direct to

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It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

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throughout the World
Knows

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DOG CAKES
and
PUPPY BISCUITS

Will you cater for those in your town?

Ask your jobber for them or write for samples and prices to

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or
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Ripe Tomatoes
Celery
Grape Fruit
New Cabbage

Fresh Cars of the above arriving daily.

Wire or Phone Orders for Prompt Shipment.

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TORONTO
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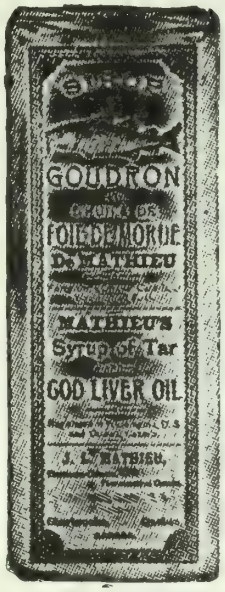
You'll find
Mathieu's Syrup of Tar and Cod Liver Oil
as good a seller as you could wish to tie up to.

There is always a good demand for this Mathieu line. And a good profit too. Try a small display.



J. L. Mathieu Co.
Proprietors
Sherbrooke, Que.

Breaks Up a Bad Cold.
Always Reliable.

Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the Watford Mfg. Co., Ld., Delectaland, Watford, England.

Field & Co.

(Fruit Merchants) Ltd.

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Codes (Private): A.B.C. 4th and 5th Editions, Western Union and Bentleys.

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Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates
BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds

Turban Puddings
COMPLETE

Whole Rice Custard
Barley Flake Custard
Sago Custard
Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz and 18 oz. All with keys.

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White Swan Spices & Cereals Co. 19
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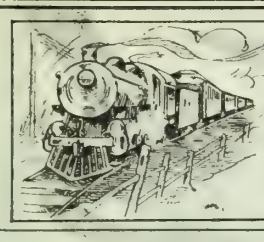
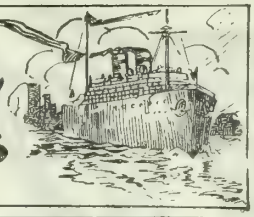
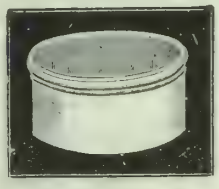


BUYERS' MARKET GUIDE
Latest Editorial Market News



Vogan's Overseas CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE
Buy Now—Butter Crocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.
The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St., (Place Royale), Montreal.

EDMONDSON & PETCH
Manufacturers of
E. & P. Awnings and Tents
THE BEST IN THE LAND
Write for Price Lists and Measurement Charts. Address
OTTAWA, CANADA

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

All these ads will have position on a live page each week containing reading matter.

GROCERS' SECTION R.M.A., TORONTO, MEETS

There was a meeting of the grocers' section of the Toronto branch of the Retail Merchants' Association held in the association rooms on Monday night. There was a spirited discussion on the margin of profit on bread, and also on milk, and the announcement was made that one milk handler was giving the grocers a better price than some of the other larger firms, and it was decided to support this firm.

The question of the early closing by-law was referred to. The matter is now in the hands of the city solicitor, duly signed. The food controller is supplying a complete list of those licensed in the city, so that it will be possible to check up and find definitely whether the necessary 75 per cent. of signatures has been obtained. It is expected that the matter will be definitely decided within the near future.

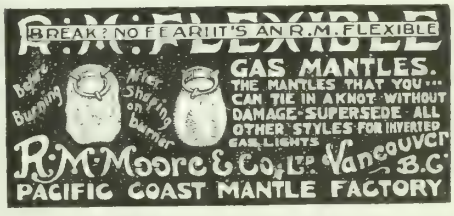
COCOANUT
For immediate or future deliveries.
E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA
contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.
BOWMAN FISH CO.
66 Jarvis Street, Toronto

GROCERS & BUTCHERS
Buy the Best
FANCY DRESSED POULTRY, SELECTED EGGS, CHOICE DAIRY AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"


BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your
BUTTER, EGGS, POULTRY Etc.
We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal
Phones :
Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advices: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces only $1.60 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED — SIX-FOOT OVAL FRONT SHOW case in good condition. Israel Brubacher, Elmira, Ont.

WANTED — GROCERY BUSINESS, ANNUAL turnover not less than $25,000. Full particulars. Apply Box 508, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—GROCERY AND BUTCHER BUSIness. Annual turnover $40,000.00 Good reason for selling. One of the best businesses in the city. References: Dominion Bank, St. Thomas; Mr. Turnbull, of Edward Adams, London, Ont.; Mr. Henry Stillwell, Harris Abattoir Co., Toronto, and many more. Snap for quick sale. Apply G. R. Rinn, Box 508, St. Thomas, Ont.

STOCK OF GENERAL MERCHANDISE, COMprising dry goods, shoes, shelf hardware, groceries, boys' ready-made clothing. Stock about $20,000. Situated half way between Chatham and Windsor on Grand Trunk. Buildings will be rented or sold to right man. E. Desmarais, Essex County, Stoney Point, Ont.

FOR SALE — GENERAL STORE IN SIMCOE County. Stock about $6,000; close to railway station; nice village. Box 600, Canadian Grocer, 143 University Ave., Toronto, Ont.

WHITE COTTON
SUGAR LINERS
E·PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the adver-iser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

SUPPLIES, LIMITED, KENTVILLE, N.S., Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

TWO LIVE SALESMEN—EXCELLENT CONnection in Nova Scotia East and Cape Breton are desirous of handling good grocery and confectionery lines on commission. We are producers. Correspondence solicited. Address Box 591, Sydney, N.S.

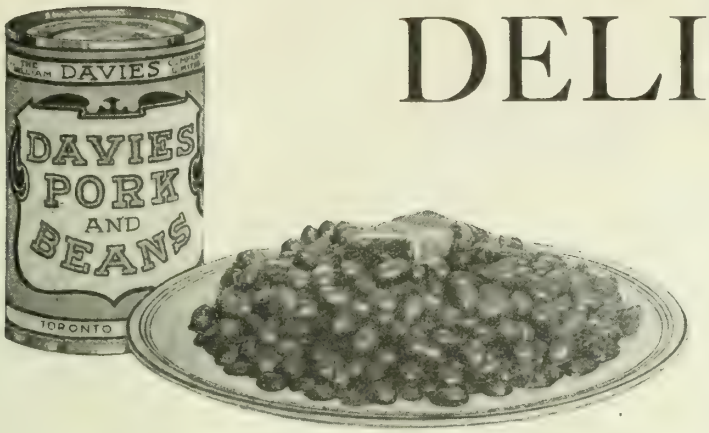
ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.
Thomas C. Irving General Manager Western Canada
TORONTO

COLLECTIONS
Bad accounts are a drain on your efficiency.
Perhaps you have not the time to look after these accounts. If not, and if you are desirous of cleaning these impediments off the slate—then drop us a line. Our service is a competent one and able to collect at any point.
Write now for particulars.
Nagle Mercantile Agency
Westmount, Montreal, Que.
EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

"SIMPLY DELICIOUS!"



Plain and with Tomato Sauce

That's the usual comment on Davies' Pork and Beans

It's no wonder the consumer likes this delicious healthful food product. The care exercised in hand sorting these fine choice quality beans and the pains taken to see that they are cooked exactly right, the selected piece of pork placed in every can—these are reasons why Davies Pork and Beans are creating such a demand.

Sold in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz. respectively)—labelled attractively so as to tempt the housewife to ask for them.

Our travelling salesman can take your order—or send it direct if you prefer.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

BRANCHES AT MONTREAL AND HAMILTON

Canada Food Board Packer's License No. 13-50

Easter

brings a bigger demand for a high-grade product like

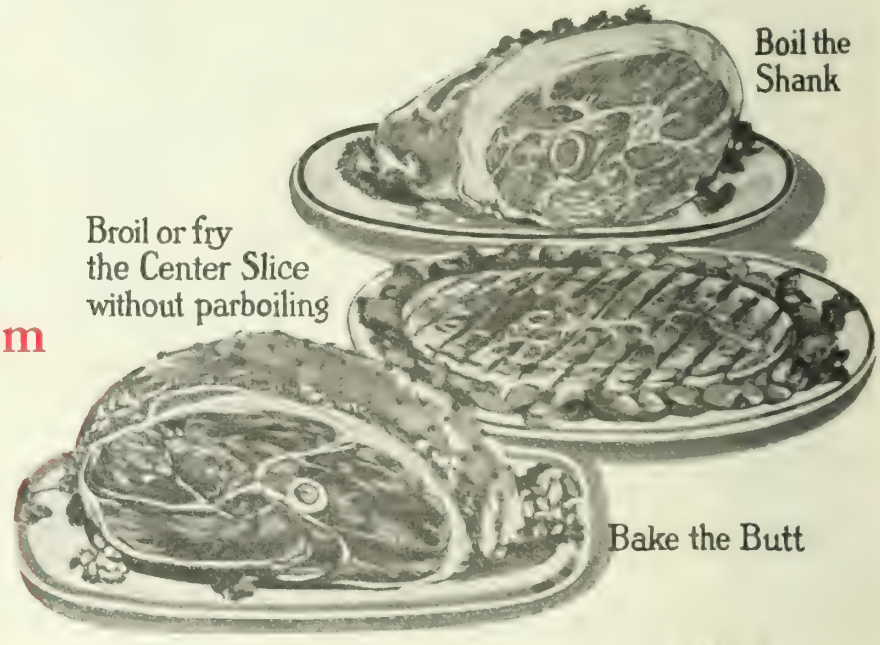
Swift's Premium Ham

Swift's Premium Ham is **good** ham. It represents the maximum Ham value resulting from outstanding qualities that distinguish it from all others.

Now that Easter is close at hand you'll need a stock of good Ham to meet the renewed demand. Swift's Premium Ham will satisfy—and every sale will enhance your reputation for high-class merchandising.

Our special magazine and newspaper advertising will make Swift's Premium Hams easy to sell.

Swift Canadian Co.
Limited

Toronto **Winnipeg** **Edmonton**

Three appetising ways
which you can suggest for serving
Swift's Premium Ham